A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

June 24, 1968

U.S. Trade with Japan growing and changing

International Trade Winds Newsletter

Company News

CONSTRUCTION MACHINERY—Allis-Chalmers, Milwaukee, is opening a Common Market regional office in Rome to handle the marketing of its construction machinery lines in the six Western European nations plus five other European nations and four in North Africa. The office will be staffed by finance, dealer development, and service managers. It will direct a regional sales force stationed at strategic locations throughout the area, regarded by Allis-Chalmers as one of the fastest growing markets for heavy construction equipment.

FINANCE—Bankhaus Bache & Co., G.m.b.H., Frankfurt, a subsidiary of Bache & Co., New York, is opening a branch in West Berlin. The firm, specializing in investments, stock sales, and flotation of stock issues, also maintains branches in Munich and Hamburg.

FINANCE—The Aluminum Company of America has become the newest member of ADELA, the Atlantic Development Group for Latin America with a share subscription of $100,000. In another action, ADELA has joined forces with nine Argentine industrial and financial associations to study and promote a private development finance corporation for Argentina with headquarters in Buenos Aires. The proposed corporation will engage in equity investments, underwriting medium and long term loans, and channel foreign credit lines to Argentine companies.

SYNTHETIC RUBBER—National Distillers and Chemical Corp., New York, through its licensee, Nippon Petrochemicals Co., Tokyo, has received approval from the Japanese government to begin construction on a plant in the Tokyo Bay area that will make Hytrans all-purpose synthetic rubber through a process developed by National's U.S. Industrial Chemicals division. The plant, to be completed by 1970, is expected to produce 20,000 tons per year initially.

Aftermath of a Trade Mission. Six U.S. businessmen went to Afghanistan in April 1966, at a time when there was virtually no U.S. business presence there. But many Afghans are now taking serious notice of the U.S. as a trading and investment partner, as these figures indicate: pre-Mission, the U.S. Embassy sent each year an average 5 to 10 trade opportunities back to the States; post-Mission, the 200 mark has already been passed in the current year.

The latest Trade Mission report in these pages was published last week, in case you missed it. A seven-man Mission to Chile and Paraguay brought back more than 250 specific opportunities, and most of them were listed in the World Trade Opportunities and Investment Opportunities pages of the June 17 issue. More than a third of the leads were in food processing. Livestock, farming, fishing, automotive parts and accessories, and basic chemical products were other areas of outstanding interest.

Whirlpool. Amana. Borg Warner. Kelvinator. New models with these brand names went on display in mid-June at the Bangkok U.S. Trade Development Center in conjunction with showings of air-conditioning and refrigeration films. Each company contributed to a joint ad campaign for this exposure, gave special price discounts on immediate sales, and provided their own salesmen and demonstrators. A combination film-and-display presentation by ALCOA followed a few days later. These efforts are being tailored and assessed against conditions in the developing market of Southeast Asia, where long-range commercial buildup is so important.

Gabe Zablatnik, Little Giant Pump Co., Oklahoma City, is telling fellow Oklahomans about the overseas market penetration he obtained in Japan last month. As a participant in the Pumps and Compressors show at the U.S. Trade Center in Tokyo, he had the chance to "pick and choose", as he put it, a distributor for Japan. Since the show, more than $20,000 worth of pumps have been shipped, and prospects appear good for much more in the months ahead.

Pacific Basin Economic Cooperation Committee. It's a new grouping of trading partners with vast potential: U.S., Canada, Japan, Australia and New Zealand. A candidate for headquarters of this still-forming regional unit is Honolulu, located geographically (and ethnically) at its hub.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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the cover

U.S. Ambassador to Japan U. Alexis Johnson addresses the fifth anniversary dinner May 23 of the United States Trade Center in Tokyo. Seated at the head table before him are (left) Naomi Nishimura, Minister of Agriculture and Forestry, one of 14 high-ranking Japanese Government officials who attended, and Taizo Ishizaka, outgoing president of the Japanese national manufacturing organization (KEIDANREN), one of about 90 business leaders at the dinner. A series of stories on U.S.-Japan trade begins on page 2.

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Special Reports

Japan Trade Outlook, Pages 2-7; Commerce Publications Checklist, Pages 19-41

U.S. Trade Center in London Stages 50th Show 8
Physics research equipment exhibit displayed products of 23 American firms; $1.3 million in sales expected in next year

Lebanon Outlook Improves Despite Uncertainties 9
U.S. commercial specialist reports that economy is still recovering from twin shocks of Mid-East War, Intra Bank closing

Competition Grows for Congo Trade 12
Increased business activity felt likely to produce best year for Congo's economy since independence; price is key sales factor

WORLDWIDE BUSINESS OUTLOOK—War still dominates Laos outlook 11
Ghana tightens its review of proposed new investments 14
FOREIGN GOVERNMENT ACTIONS—Dominicans pass new industrial law 16
Norway increases pledged contribution to IDA replenishment fund 17
World Bank group approves loans for four African countries 17
Indonesia alters trade regulations to increase state revenues 18
INVESTMENT OPPORTUNITIES—Peru rancher seeks joint venture 42
German firms want U.S. licenses to make fittings, electronics 42
Argentine vegetable oil producer seeks U.S. help in expansion 42
WORLD TRADE OPPORTUNITIES—UN projects use $27 million in U.S. goods 43
Lebanon issues tenders to build university science center 43
Spain asks for bids to build zoological park in Madrid 47
Nicaragua's largest port to buy larger bulk-handling facilities 47

TREND IN SIXTIES

Trade with Japan at peak

U.S. exports gained by 9% annually, 1960-67, but import pace was an even stronger 15%

This article and the accompanying chart were prepared by the International Trade Analysis Division of the Bureau of International Commerce's Office of International Regional Economics. It heads a series of articles on Japan in this issue of INTERNATIONAL COMMERCE. *Subsequent stories cover the immediate outlook for the Japanese economy, as viewed by U.S. commercial specialists, and a market report on Western-style home furnishings.*

Two-way merchandise trade between the United States and Japan surged to a record $5.7 billion in 1967, more than double the level at the beginning of the decade. In the first quarter of 1968, the movement of goods in both directions advanced further to a seasonally adjusted annual rate of $6.5 billion.

U.S. exports to Japan climbed at an average rate of 9.3% in 1960-67 to $2.7 billion. Imports from that country were even more expansive—rising by 14.7% yearly in this period to a value of $3 billion. The differential rate of growth continued in the March quarter of 1968. Exports were 12% greater than in the first three months of 1967; imports, 17%. The former were boosted by sharply higher shipments of wheat, logs, advanced numerically-controlled machine tools, air-conditioning and cooling equipment, and computers; the latter by substantial arrivals of iron and steel products, automobiles, and textile fabrics and yarn.

The traditional trade surplus with Japan disappeared in 1965. Our merchandise deficit since then has varied considerably, reflecting principally cyclical developments in the two economies.

Having displaced the United Kingdom continuously since 1961, Japan is the second leading market for U.S. products. Throughout the sixties, it has ranked next to Canada as a principal source of foreign goods entering this country. Nevertheless, the United States is a relatively larger market and source of supply for Japan than Japan is for us. Of our total foreign sales, 8½% went to Japan in 1967; 11% of our purchases originated there. That country, on the other hand, delivered 29% of its exports here last year and bought 28% of its foreign products from American exporters.

While moving generally upward, U.S. deliveries to Japan during this decade have registered widely fluctuating year-to-year rates of change. This variability reflects mainly shifts in Japan's economic pace and in demand for U.S. crude materials and capital goods, generally tied to cyclical movements in Japanese foreign exchange reserves.

Fast growing exports

Corn, other feedgrains, logs, iron ore, and professional and controlling instruments have recorded the best rates of gain among U.S. products sold on the Japanese market. Together they accounted for a third of the increase in deliveries since 1960. Also expanding strongly have been shipments of wheat, coal, organic chemicals, computers and other office machines, electrical apparatus, and aircraft and parts.

Buoyant Japanese demand for U.S. corn and other feedgrains, mainly grain sorghums, is the result of the growing requirements of their livestock industry. The value of American sales of corn, however, peaked in 1965 and has since been at lower levels because of increased competition from the Republic of South Africa and Thailand. Changes in dietary habits and decreasing self-sufficiency in food production have led to rising purchases of our wheat.

Responding to strength in housing construction, exports of logs have spurted especially since 1965.

The booming Japanese steel industry has taken larger quantities of our iron ore, coal, and iron and steel scrap. Dampening of requirements for scrap is anticipated, however, as Japanese mills continue to convert to the basic oxygen process which uses less of that material and more pig iron.

The expansion of the Japanese economy has also boosted demand for U.S. machinery. Shipments of our computers, pumping equipment, and air-conditioning and cooling equipment have been expansive. Electrical apparatus—mainly telecommunications equipment and electronic tubes—has likewise achieved rapid export advance.

Deliveries of measuring and controlling instruments have reached new highs.

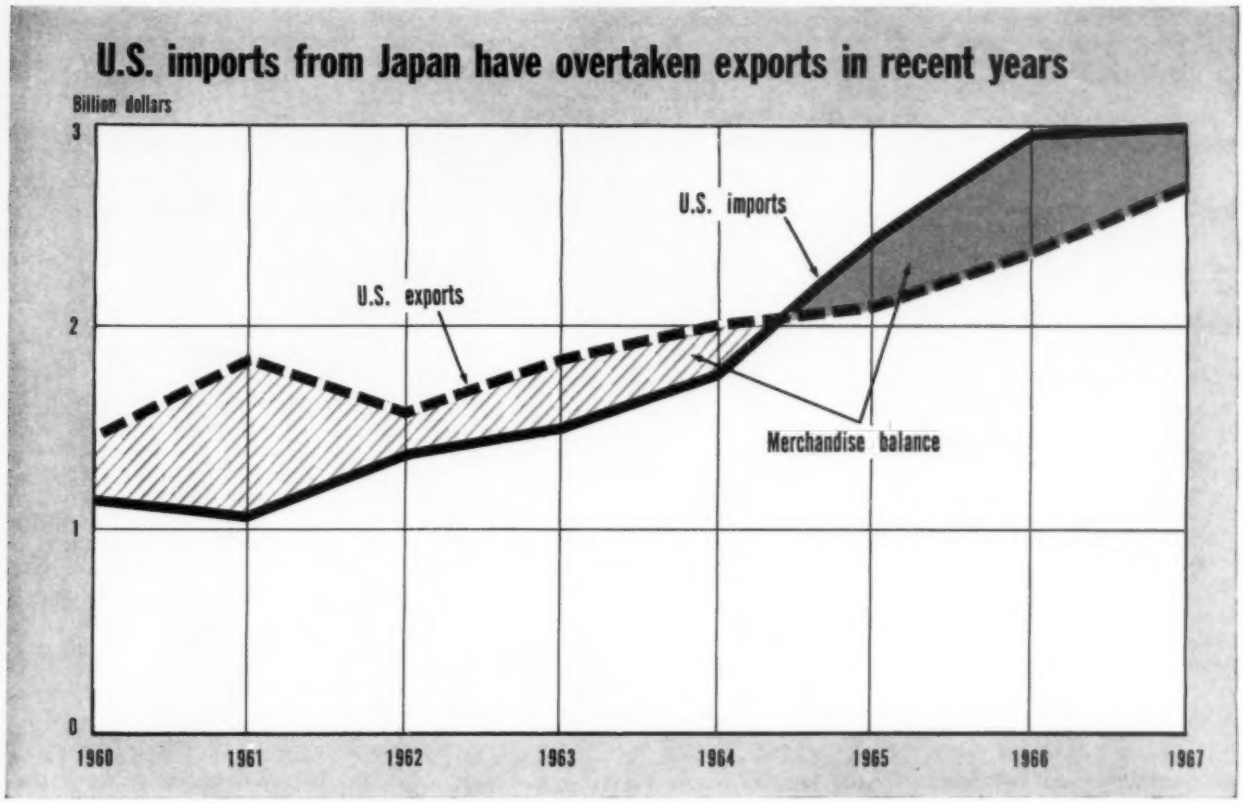
Despite the $1.25 billion increase in our sales to Japan since 1960, the U.S. share of that market declined by 7.1 percentage points to 27.5% in 1967. The steady deterioration in the U.S. position stems from efforts by the Japanese Government to diversify raw material sources, for example, through encouragement of investment in producing areas; the changing composition of the country's imports; and competition from other suppliers of industrial materials.

Among the commodities involved in these developments are iron ore and coal from Australia; cotton from Latin America; and crude petroleum from the Middle East and Indonesia. Impinging on the growth of U.S. exports in recent years have been Japanese purchases of machinery from Germany, chemicals from Canada and Germany, and agricultural products from Canada, Australia, and the Republic of South Africa. Imports from Communist countries are rising rapidly. Notable among the commodities involved are wood, cotton, and metals from the Soviet Union and soybeans and coal from China. Moreover, some farm imports from other suppliers are being stimulated by bilateral agreements.

Reports on Japan

The latest Overseas Business Reports (OBR's) dealing with the Japanese market include **The Power Hand Tool Industry in Japan: 1963-67**, OBR 68-10, 16 pp., April 1968; and **Market Indicators for East Asia**, OBR 68-8, 24 pp., March 1968. Earlier OBR's covered **Basic Data on the Economy of Japan**, OBR 66-83, Dec. 1966; **Establishing a Business in Japan**, OBR 66-70, Oct. 1966; and **Foreign Trade Regulations of Japan**, OBR 65-11, March 1965.

Write: U.S. Dept. of Commerce, Sales and Distribution Branch, Washington, D.C. 20230.



U.S. imports from Japan have trended strongly upward during the '60's. The rise of $1.85 billion to a high of $3 billion in 1967 stemmed from growing American demand for relatively cheap foreign steel, stimulated by strike-hedge buying; rising purchases of certain consumer goods for reasons of attractiveness of price, quality, and design; and the development of Japan as a source of machinery and related equipment.

Purchases from Japan have generally mirrored, and been more volatile than, year-to-year changes in the U.S. economy's growth rate. This is in large measure attributable to the size and expanding share of imports from there of cyclically sensitive industrial materials and capital equipment. Thus, sharp advances in our gross national product in 1962 (6.6%) and 1966 (5.8%) coincided with import increases from Japan of more than 30% in each of these years. Slowdowns in economic activity here, on the other hand, have brought declines or leveling in U.S. purchases from that source.

Eight commodities—iron and steel products, machinery, radios, TVs, tape recorders, automobiles, motorcycles, and photographic equipment—were responsible for more than three-quarters of the increase in U.S. imports from Japan in 1960-67. Together they accounted for around half of our purchases there last year compared with a sixth at the start of the sixties.

The largest U.S. import from Japan in value terms is iron and steel products, which rose from relative insignificance in 1960 to about one-fifth of arrivals from that supplier in 1967. New, high capacity rolling mills have placed the country in an excellent competitive position to supply the U.S. market with plates and sheets. Deliveries of these products amounted to three-fifths of Japan's steel exports to this country last year.

Imports of sound recorders and TVs have grown to substantial levels in the past few years. Radios from Japan have doubled since the early 60's when they were already an important item.

Still cameras remain the largest single product in the photographic and other instrument category. Motion picture cameras, however, are a close runner-up, having come up fast.

After popularizing small-size motorcycles and achieving booming sales through 1966, Japan experienced a marked turnaround in demand for this product in 1967. Its cars, however, have registered big sales increases in the past few years.

The high level of American capital investment in 1965 and 1966 and the resulting tightness in domestic supplies of machinery caused many U.S. companies to look to Japan for metalworking machines, bearings, and electric power machinery.

Traditional import items still make up a substantial portion of our purchases from Japan, although arrivals have been less expansive than for other goods. Last year we bought there nearly $600 million of fabrics, clothing, fish, toys, and glassware and pottery.

The United States has been running a trade deficit with Japan since 1965, following three decades of surpluses. The negative balance has fluctuated markedly, rising from $334 million in that year to $599 million in 1966 and then declining to $303 million last year. Although U.S. exports to Japan in 1967 were one-third higher than in 1964, the last year we had a surplus with that country, the value of imports surged by two-thirds. Accelerating U.S. economic growth and some slowing of the Japanese rate of expansion are expected to lead to an increase in our bilateral deficit in 1968.

Japan growth continues

Expansion rate of 11.6% in fiscal 1967 made economy the Free World's third largest

This report was prepared by commercial officers in the U.S. Embassy, Tokyo, and the Consulate General in Kobe-Osaka.

Japan, America's largest export market after Canada, again enjoyed fantastic growth during the 1967 Japanese fiscal year, increasing its gross national product by 16.4% to $119 billion (an 11.6% rise in real terms) and establishing itself as the third largest economy in the free world, after the United States and the Federal Republic of Germany.

Although Japanese Government policy aims at somewhat lower growth rate this year, official forecasts still call for a 12.1% nominal growth for fiscal 1968 (ending March 1969). Government expenditures will increase at the same or at only a slightly lower rate than in fiscal 1967, and private plant and equipment investment will be at least $22 billion.

Personal consumption expenditures will increase about 14% over 1967 and private investment in housing will probably increase by 21% to approximately $9 billion. For American businessmen with initiative and quality merchandise, there will be significant selling opportunities for a whole range of products from heavy machines to consumer goods.

U.S. sales up 21%

Calendar year 1967 imports (c.i.f.) increased by 22% to almost $11.7 billion, while exports rose only 7% to $10.4 billion. Purchases from the United States amounted to $3.2 billion, nearly 28% of Japan's total and a solid 21% increase over the previous year. The United States was a major supplier of machinery and equipment ($586 million), foodstuffs ($568 million), metal ores and scrap ($350 million), lumber ($285 million), and chemicals ($269 million).

The Japanese Government hopes to hold the fiscal 1968 increase in new plant and equipment investment to about 10% but recent surveys of major industrial firms indicate that such expenditures may increase anywhere from 12.5% to 30% over fiscal 1967. Whether or not these plans are realized, the overall growth rate of the economy and the constant modernization efforts of both government and industry indicate continuing export opportunities for U.S. business.

Japan still retains import quota restrictions on certain agricultural products and manufactured items, notably automobile engines and parts, computers, and aircraft, but efforts are underway to gradually remove these non-tariff barriers to trade. Barring a drastic and unpredictable change in world trading patterns, the opportunities for American businessmen will continue to expand, and the tariff reductions under the Kennedy Round on over 2,100 items, beginning July 1, should improve the competitive position of a wide spectrum of U.S. exports.

Consumer revolution

Japan's march toward affluence has stimulated a rapidly rising demand for consumer products. Today the average citizen hopes to acquire the "three Cs"—car, cooler (air conditioner) and color TV—according to a popular Japanese consumer slogan. In general, Japanese consumers are purchasing more Western-style goods. The United States Embassy in Tokyo estimates that in 1965 Japanese consumers bought $5.1 billion of U.S. department store-type goods and that by 1971 such expenditures will have increased to $10 billion. This represents an 11.5% annual increase in demand during the period.

At present, however, imports account for a very small proportion of these expenditures. In 1965 imports of non-food, department store-type items amounted to $191 million, or only 3.7% of the $48 billion estimated total of consumer expenditures for such items. Furthermore, the U.S. share of these imports was only about one-third ($63.4 million) in 1965.

The principal U.S. imports in 1965 were sporting and recreational goods ($16.2 million); clothing fabrics and yarns ($6.9 million); personal accessories ($2.5 million); and electric and non-electric appliances ($3.5 million).

U.S. firms interested in tapping this consumer market might start with Japan's large department stores which are now selling $2 billion of Western-style goods per year. If American exporters could

LINKING TOKYO AND NAGOYA in this modern multi-lane highway, with its interchange at Hachioji. Major programs are underway in Japan in transport, communications, and pollution control.

Japan's top business leaders at Trade Center for anniversary

"Main Street, U.S.A." in Japan is 1-14 Akasaka 1-chome, Minato-ku, Tokyo.

That is the address of the U.S. Trade Center, operated by the U.S. Department of Commerce, where more than 100 of Japan's leading industrialists came last month to attend a fifth anniversary celebration. Welcomed to the dinner of U.S. foods, against a background of murals from the 50 States, were Etsusaburo Shiina, Minister of International Trade and Industry, and Naomi Nishimura, Minister of Agriculture and Forestry, and corporate executives led by Taizo Ishizaka and Kogoro Uemura, retiring and new presidents of the Japanese national manufacturing community, among other top business leaders.

Comprehensive exhibitions focusing on specific industrial categories are the usual vehicle of U.S. product exposure through the Trade Center, averaging about eight shows per year. Some innovative promotions in the Tokyo Center, not previously staged elsewhere by Commerce but tailored to the Japanese market, were shows on aviation equipment, pumps and compressors (successfully repeated as the Fifth Anniversary show), animal husbandry, shipbuilding, and peaceful uses of atomic energy.

Over the five years, the Tokyo Center has displayed products of 1,067 American manufacturers whose show-related sales have amounted to $44.2 million. Additional sales trace their origin to the Trade Center through exhibitors' appointments of 300 agents through negotiations during exhibitions.

Direct market research among known or potential buyers in the foreign market helps determine selection and timing of exhibition themes to the best advantage of exhibitors. Once scheduled, a Trade Center show becomes the subject of a broad market development and promotion campaign to bring the best purchase prospects before the U.S. exhibitors. Long-term sales representation is emphasized, too, with the Center's staff lining up qualified prospects as local agents for new-to-export or new-to-market exhibitors.

Besides participation in special exhibitions, American companies have access to Trade Center facilities for their own "between shows" use—sales meetings, exhibitions, receptions. Floor space and display windows are available without cost, except the company's own direct promotion or decorating outlays. There is one criterion: products promoted must be of U.S. origin.

Trade Center director Richard Garnitz, shown above (center) with Ambassador U. Alexis Johnson (left) and MITI Minister Shiina, reports that 90,000 trade visitors have been recorded at the Center exhibitions, and about 60,000 more have attended other trade events in the Center's five years.

persuade these stores to abandon the costly practice of consignment sales in favor of low-cost direct buying from the U.S., prices of imported items would become even more competitive.

The U.S. Embassy in Tokyo is now undertaking a series of market studies to identify consumer demand patterns and crucial elements in distribution systems for consumer products. To directly promote the sale of U.S. food and apparel, the Department of Agriculture held a million-dollar American Festival in Tokyo from Apr. 5-21. Over 200,000 persons attended the Festival and almost two million more viewed and purchased U.S. products at supermarkets in major Japanese cities.

From Sept. 16-27, and again in March and April, 1969, the U.S. Department of Agriculture will hold agricultural product shows at the U.S. Trade Center in Tokyo. Also, the Department of Commerce is setting up an American Week program for the spring of 1969 with the important Isetan department store chain.

Japanese-sponsored international trade shows of special interest to American exporters include the Tokyo International Home Show, May 3-11, and the Japan New Products Show, Nov. 1968.

Growing at an annual rate in excess of 10% during most of the postwar period, Japan's manufacturing industries have given constant attention to the problems of modernization and productivity. Japanese manufacturers have been willing to pay premium prices for foreign-made equipment of high quality, high productivity and technological sophistication. During the first three-quarters of 1967 alone, U.S. exports to Japan of electrical and non-electrical equipment amounted to $294 million.

The Japan Machine Tool Trade Association recently forecast that the skilled labor shortage will force leading Japanese automobile, aircraft and heavy machinery manufacturers to significantly increase imports of numerical-controlled equipment during 1968.

Because of the rapid rate of technological change in Japan's manufacturing industries, the U.S. Embassy in Tokyo maintains a continuing effort to identify the kinds of U.S. equipment and technology which may find a ready market in Japan. Within the past year, the Embassy has found that certain types of equipment in the following categories are especially promising: shipyard and marine equipment; packaging equipment; auto parts production equipment; industrial photographic equipment and supplies; chemical processing and engineering equipment and services; food process-

ing equipment; production and handling equipment for powdered and granular products; industrial waste reclamation equipment; and electronic and sonic metal-working equipment (including lasers).

To assist U.S. exporters in exploring these market opportunities, the U.S. Department of Commerce is sponsoring the following exhibitions at the U.S. Trade Center in Tokyo: Environmental Testing Equipment Show, Nov. 11-16; Packaging Equipment Show, Jan. 1969; Industrial Photo Equipment Show, Feb. 1969; Chemical Processing Equipment Show, May 1969; and Building Materials Show, June 1969.

In addition, the Department of Commerce will sponsor an American exhibit in the Plant Engineering and Maintenance Show, Oct. 8-12, and is planning a solo exhibition of U.S. automotive production equipment in June 1969. U.S. firms interested in participating in these shows should contact their local Department of Commerce Field Office or the Commercial Exhibits Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

The following Japanese-sponsored shows invite international participation: Industrial Materials Show, Tokyo, Mar. 1969; Materials and Machinery for Packaging Fair, Sept. 8-15, 1968; International Hydraulic and Machinery Fair, Oct. 1969; and Machine Tool Fair, Oct. 2-13, 1968.

Focus on electronics

Also an essential part of Japan's modernization effort, the electronics industry is a vital force in Japan's economic growth. Closely tied to the U.S. and other electronics industries through a variety of technical licensing agreements and joint ventures, the Japanese industry relies heavily on imports of highly sophisticated equipment. For example, the value of Japan's electronic office equipment imports jumped from $68.1 million in 1966 to $107.5 million in 1967 (a 57% increase) while imports of ordinary business machines increased by only 19% to $55 million.

Japanese companies are especially interested in the specialized products of small and medium-size U.S. electronics companies not now adequately represented in the Japanese market. Of particular interest is office modernization equipment, medical electronics, and production equipment for electronics industry.

From July 22-27, the U.S. Trade Center in Tokyo will hold a Document Processing and Reproduction Equipment Show. The U.S. Department of Commerce will also have an American exhibit in the Japan Electronics Show, Sept. 13-23, and is planning to participate in the Japan Business Equipment Exhibition scheduled for May 1969; U.S. companies interested in participating should contact the Department of Commerce or one of its Field Offices.

PARKING IN TOKYO, between two large department stores, is dramatized in this photo of Shinjuku West Square terminal station. Personal consumption expenditures are expected to increase 14% over 1967.

Major Japanese Government programs are underway to improve a whole range of public services—from education to sewage disposal and traffic control. In particular, popular concern over air and water pollution is bringing about significant increased private and public investment in control devices and technology.

Although selling imported products to the Japanese Government is usually possible only when reasonably adequate domestic products are unavailable, the sheer complexity and magnitude of Japan's urban problems create significant opportunities for American companies with something new to offer in city maintenance and engineering techniques, air and water pollution control, the development of transportation and communications systems, sewage and waste water treatment, and other problem areas of urbanization.

Service industries are also booming in Japan and rapidly rising labor costs are forcing employers to utilize labor-saving machinery wherever possible. Indicative of this is the fantastic growth of vending machines in recent years. In general, modern institutional feeding equipment and techniques are urgently needed in Japan today.

Inquiries on franchising

The U.S. Embassy in Tokyo has also had numerous recent inquiries about America's burgeoning franchising industry and there is little doubt that Japan's expanding super highway network is creating an important new market for wayside servicing facilities and franchise shops. To meet this opportunity, the U.S. Trade Center in Tokyo will hold a trade show in 1969 where U.S. franchisers can test the Japanese market.

In addition to the above, the Embassy believes there are opportunities to export or license the following items: environmental testing equipment; advanced analytical instruments; advanced medical equipment; teaching aids and information retrieval systems; oceanography equipment; and graphic arts and printing equipment.

The U.S. Trade Center in Tokyo will hold an Advanced Medical Equipment Show on Dec. 9-14. In addition, the following Japanese-sponsored shows should be kept in mind: Automobile Accessories Show, May 1969; Japan Printing Show, August; and Modern Laboratory Equipment Show, November.

Market appraisal has clues to growing Japan sales appeal of Western home furnishings

Exploratory study for Tokyo department store promotion indicates items scaled down for smaller Japanese rooms have top prospects

Japan is building new homes at the rate of one million a year, and is furnishing them to a large extent with Western-style products.

Ving Smith, a New York interior designer who assessed the home furnishings market in Japan this spring in connection with an upcoming America Weeks promotion there, summarized the situation in this field as "absolutely explosive."

Smith made a prediction that aggressive entry by American merchandisers into this market could produce annual sales of about $10 billion worth of such goods by 1971. This compares with the projections of U.S. Commercial Officers in Japan, reported elsewhere in this issue, that all sales of department-store type goods from the U.S. in Japan would reach the $10 billion level by 1971.

Smith bases his optimism on the following factors:

► Furniture sales in Japan jumped 15% last year alone, and much of the increase was accounted for by Western-style furniture.

► Japanese living habits are centuries old, but there is a change taking place. The young people, in particular, are becoming Westernized, and the change is most apparent in the trend to apartment house and tract house living.

Physically, Japanese rooms are small and American products that are scaled down to Japanese standards should find a market in Japan, Smith noted. Dual purpose furniture, such as foldaway beds and pull-down dining tables, also has a strong appeal to space-conscious Japanese.

Meanwhile U.S. suppliers, who could be exploiting this potential, have finally ventured on a small scale into this inviting Japanese market for Western-style home furnishings.

The first active promotion of such items took place this spring, when Tokyo's Isetan Department store sponsored a two-week display of American home furnishings.

Now Isetan is planning a more ambitious America Weeks show for next May, again featuring U.S. goods for the home. The U.S. Trade Center in Tokyo, in an effort to mount an intensive drive in this market, has tentatively scheduled a display of U.S. home products to coincide with and complement the Isetan show.

The proposed show would be the first of its kind in the five years the Trade Center has been operating.

American furniture displays will also be educational, illustrating the appropriate ways of arranging Western furniture in Japan. Custom has long dictated the decoration of the traditional Japanese home and therefore many Japanese are unaware of the freedom possible with Western furniture.

It was apparent to Smith and to America Weeks officials that the momentum of the U.S. sales effort for home furnishings in Japan has been disappointing. An example: a top Tokyo department store recently offered to devote its entire main floor to American merchandise through a tie-in with a U.S. department store. The store wanted the partner to serve as its American purchasing agent and market consultant on a commission basis. The U.S. Commerce Department contacted a number of American stores, but none were interested.

"Once we start to do business with an American manufacturer our experience has been very good," according to an Isetan executive. "Our trouble has been getting the American manufacturer interested in our business in the first place.

"We sell American apparel because of its value, not for prestige or promotion or even for style reasons. Our job is to find the best item for the Japanese market at the best price."

In the field of housing itself, Japanese pre-fab homes start in the neighborhood of $12-15,000, but are small. Ving Smith, investigating this market, stated his belief that an American mobile home manufacturer would find a tremendous market for an $8,000 to $10,000 mobile home that would provide a better finished house, with a good deal more value, than the $12,000 Japanese tract house .

CUSTOMERS AT ISETAN DEPARTMENT STORE in Tokyo, where a U.S. home furnishings show will be held next May. Photo shows buyers at a recent American foods promotion at the store.

AMERICAN EMBASSY SENT DR. ALAN G. MENCHER, SCIENCE ATTACHE, to the exhibition to address the visitors at the opening day reception (above left). Karrl Lambrecht, of the Karl Lambrecht Crystals Optics Co., is demonstrating his lenses to representatives of the British firm, Rotax (above right).

LEADING BRITISH INDUSTRIAL, EDUCATIONAL, AND GOVERNMENT BUYERS were invited to an opening day reception (above) to view the exhibits of unusual and non-standard research tools. Wang Laboratories was one of the top performers at the exhibition, accounting for about one-fourth of the projected sales. Wang representatives kept busy at their popular exhibit (below), answering queries.

London Trade Center research equipment exhibition is 50th

The London U.S. Trade Center notched the 50th show of its seven-year history as the physics research equipment exhibition, held May 15-23, reached its conclusion.

Twenty-three U.S. manufacturers sent representatives who exhibited new and non-standard research tools to 839 trade visitors from 14 countries. Twenty of the exhibitors stated that they had fully achieved primary business objectives set prior to the show.

Immediate sales totaled $57,200, and projected sales over the next 12 months are estimated at about $1.3 million.

Four firms came to London seeking agents and distributors, and during the show one agreement was signed. Twelve other agencies or distributorships are presently under negotiation, including one from Germany and one from Switzerland.

One of the companies negotiating for a foreign dealer is Intercontinental Electronics, a newcomer to the export field. Intercontinental's vice president, Roger E. Main, made the comment, "The exhibition provided the necessary contacts and an excellent setting to accomplish the required survey of agents and at the same time provide good exposure of the equipment to the prospective buyer."

The representative from Wang Laboratories, which is projecting 12-month sales at $300,000, stated, "We feel this compact style of exhibition is ideal for our equipment. Since the show is specialized, most callers on the stand are genuine prospects."

Worldwide Business Outlook pages 9-15

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: Honeywell Electronic Data Processing has opened its first office in Ottawa, **Canada.** The office will house five sales and systems representatives and eight field service representatives. . . . The French official press agency reports the signing on Apr. 23 of a $10 million agreement between the **Soviet Union and France** for the supply to the USSR of two million pairs of shoes in the coming five months. The accord follows an earlier contract signed in May 1967. Together, the two agreements represent a $25 million export of four million pairs of French men's and women's shoes. . . . The first plant in **Italy** for production of color TV picture tubes is nearing completion in Anagni, about 35 miles southeast of Rome. Being built by ERGON S.p.A., it represents an investment of about $11.2 million, with full-scale production expected to start in the fall of 1969 employing about 600. . . . For the year 1968, total expenditure for scientific research and development in the **Netherlands** will be more than $580 million according to the estimate of a Dutch authority. Of the total about 57% will be accounted for by industry and trade, the remainder by government. The total amounts to 2.6% of the Netherlands' national income. Three-quarters of the private investment will be for the account of six Dutch industrial concerns—Philips, Shell, Unilever, AKU, Dutch States Mines and Koninklijke Zout-Organon. Philips has over 10,000 people engaged in research. Shell's Netherlands research staff is 2,500-3,000. The remaining four firms each employ approximately 1,200 in research and development. . . . General Electric has signed a ten-year agreement with ISKRA, a leading **Yugoslav** producer of electronic equipment, for cooperation and the manufacture under licence of certain GE components in Yugoslavia.

ON-SCENE REPORT

Beirut balances many ifs

Commerce specialist finds present Lebanon conditions below par, with some hopeful signs

By DAVID E. WESTLEY
Near East-South Asia Division, BIC

Business conditions in Lebanon are still below par. Businessmen and bureaucrats alike tend to agree that business is poor and that Lebanon's free-wheeling, private enterprise-oriented economy is still in the process of recovering from the Six-Day War and from the financial crisis triggered by the Intra Bank closing of more than a year ago. But business is going on and conditions are improving.

WESTLEY

To some, the progress seems painfully slow. In what may have been an overly-conservative diagnosis, but one with more than a little truth, one businessman disavowed knowledge of any striking improvement in business conditions, and characterized the situation as a "refusal to surrender" in spite of serious blows to the local economy.

In any event, the situation in Lebanon today is one of heightened competition, tight credit, and a degree of uncertainty —tempered with optimism—regarding the future. An overall political accommodation in the area, plus effective economic steps at home, are still regarded by many here as keys to a newly-prosperous Lebanon.

Free enterprise

The basic factors affecting business in this most business-minded country in the Near East have not changed. Its deep-seated reliance on free enterprise and its position as a trade, financial, and tourism center for the region remain, despite the war, Intra Bank, and internal politics. Yet there have been significant changes within these fields which could become dominant, remain as secondary factors, or greatly diminish in importance depending upon the course of events in the near future.

Estimates of the degree of recovery in trade, where crisis-swollen inventories are still being worked off in many cases, vary greatly from 50 to 80% of normal, depending upon the firm and the frame of reference.

One prominent dealer noted that his sales of such consumer durables as refrigerators were 85-90% of pre-war, but admitted that most others were not doing quite so well. He also remarked upon the increasing volume of imports of small appliances from Japan and of the larger ones from Italian sources.

Another businessman noted that his sales were better than those of a year ago, but indicated that this probably had been at the expense of his competitors also selling U.S. lines, rather than being representative of an increase in total consumer demand.

On the retail level, the manager of a large Beirut establishment noted that his daily sales had begun to equal the rate of a year earlier, but wryly noted that this still was 20% lower than what he normally would have anticipated.

Transportation and forwarding services are an exception to the current trend. Although closure of the Suez Canal inter-

This is an on-the-spot report from David E. Westley, chief, Near East Section, Near East-South Asia Division, BIC, currently on an export promotion trip to Lebanon, Iran, Kuwait, and Saudi Arabia. On his return, he will be visiting various Department of Commerce Field Offices for discussions with firms interested in the Near East area. Firms desiring to talk to Mr. Westley should contact their local Field Office or the Near East-South Asia Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-5233).

rupted some shipping services, overland and air transshipment of goods to and from Jordan, Iraq, the Arabian Peninsula, and the Gulf have increased sharply. For example, business is really booming for Lebanon's rapidly expanding cargo airline, Trans-Mediterranean Airways.

There is general agreement that tourism, a major foreign exchange earner for the country, has made the least recovery. While Intercontinental's recently-expanded Hotel Phoenicia, affectionately referred to as the "Wedding Cake" because of the resemblance, and a few other well-established luxury establishments are doing well, others have continued to languish because of the sharp decline in visits from American and European tourists. Unsettled conditions in the area have effectively and steeply reduced tourist travel through Lebanon to the Holy Land.

Arabs stay longer

Again, in contrast, a heavy influx of Arab travelers from the surrounding area, many of whom could not come last year, seems likely this summer. While deprecated by many as non-luxury tourism, such visitors do tend to stay considerably longer than western tourists—weeks or months instead of days—and take advantage of their presence to shop for their needs in clothing, appliances, and other consumer products from the well-stocked Beirut stores.

Money and credit remain relatively scarce, as the financial sector of Lebanese business undergoes a shakedown period from which it is hoped will emerge a more conservatively-managed, better regulated, and stronger banking and financial structure. The financial difficulties brought about by relatively widespread imprudent credit and other business practices—which culminated in the October 1966 closing of Intra Bank—severely hurt the country's economy and shook the confidence of Lebanon's neighbors in its financial strength and in the acumen of Beirut's financial institutions. The financial crisis and loss of confidence also kept Beirut's financial houses from benefitting as they have in the past from the political instability of the area.

Financial transfers are down from last year, some additional bankruptcies and bank failures may be in the wind, but it seems that the worst is over and while credit remains tight, decisions are being made to carry, wherever possible, over extended but essentially sound customers and to provide funds for new, good credit risks.

Less Arab money is flowing into Beirut than before, especially for investment in the traditional real estate, a factor which will reduce the number of new construction starts in the months ahead. This is a continuation of an earlier trend, however, begun as a greater degree of financial sophistication permeates the region, and there seems no clear evidence that solid financial institutions in Lebanon will not continue to benefit from deposits or other services connected with the inflow of funds from the area, even though in a less spectacular volume than earlier.

War helped industry

Contrary to most other sectors of the economy, Lebanese industry found its products in increased demand in the area and suffered little, or even benefitted from the war. The Government is interested in broadening the base of the economy by means of additional industry and special incentives recently have been provided. The food processing field is an area which seems to hold good promise and is one in which an interest has been shown by foreign firms, including American.

Any substantial increase in local industry does, however, bring into sharper focus the dichotomy between the importer desiring the freest possible market for foreign goods and the new industrialist who wants protection for his infant industry. These traditionally opposing points of view may pose an increasing dilemma for the Government which strongly favors more industry but also wishes to retain and strengthen Lebanon's highly competitive and relatively unrestricted trading community. In any event, a greater degree of Government regulation of the economy may be in the cards —perhaps most apparent in the financial sector where some say it is most needed.

Recession or not, there are good opportunities for American business in Lebanon. But, the going may be a bit more competitive, the demands for credit more insistent, and the need for sharpening pencils more frequent. As economic recovery progresses, consumer demands will continue to rise and anticipated governmental decisions on several large new projects should stimulate the economy.

Helping to keep "Made in U.S.A." before the Lebanese public is the American Embassy's Sample Display Service which has been operating on a bigger and better scale than ever this year. It recently held a highly successful and well-attended showing of the newest models of a noted U.S. appliance manufacturer, and has well-advanced plans for additional showings in the months ahead.

On an area-wide basis, too, American firms are active. They continue to look upon Beirut as the best location from which to cover the Near East. More than 350 maintain regional representatives in Beirut, and their numbers have registered a new increase in the past year despite the June war and concessions offered by other countries designed to encourage relocation. The word seems to be out—don't bet against Beirut and the Lebanese when it comes to business!

BIGGER AND BETTER THAN EVER, exhibits of U.S. products at the Embassy's Sample Display Service have kept the "Made in USA" label prominently displayed in Lebanon despite economic uncertainties.

War continues to dominate economic outlook of Laos

U.S. suppliers benefit from tied procurement through aid program; direct commercial sales likely to remain low in foreseeable future

The war in Southeast Asia continues to be the overriding factor affecting the economy of Laos, according to the latest Economic Trends Report submitted by the U.S. Embassy in Vientiane.

Substantial areas of the country directly related to military operations in South Vietnam have long been under the control of the North Vietnamese and these areas have increased during the past year as the Ho Chi Minh trail and surrounding areas have been expanded.

Other areas of Laos, particularly in the north, also have been involved in military operations. The lowland areas of the country in the valleys of the Mekong River have remained largely untouched by military operations, but the need to supply manpower to the army and to assist and resettle refugees has imposed a serious burden on the economy as a whole.

Laos has never been a significant market for American products and it is not likely to become one in the foreseeable future. Laotian foreign trade is minimal, largely because the country is so poor that it has little to export.

The war in Southeast Asia, however, has brought Laos near the center of the world's stage for the time being and the country will no doubt continue to be an important recipient for foreign assistance for a number of years. U.S. suppliers will benefit from the policy of tied procurement. Aside from this, direct sales of American products in Laos are likely to be on a small scale although American firms in nearby Thailand may find the Laotian market of peripheral interest.

The gross national product, estimated at $186 million in 1967, works out to a per capita GNP in this underpopulated country of only $67.35. Nevertheless, this is a silght increase over last year and further modest growth is expected. The war has made Laos completely dependent on foreign assistance for economic growth.

The Royal Lao Government is increasingly adopting financial policies which are more in line with the current economic situation in an effort to minimize its budgetary deficit. It is cooperating closely with a number of free world governments, particularly the United States, which are giving substantial economic aid in a determined effort to further the economic growth of Laos.

During the past two years there has been a dynamic development of the Lao lumber industry, which is continuing to grow at a rapid rate. Assisted by the U.S. Agency for International Development's Small Industry Branch, which has given advice and assisted with the import of sawmill equipment at a favorable rate of exchange, a lumber industry is beginning to take shape.

Exports of lumber were $80,000 in 1966, while in 1967 they increased ninefold to $746,000. During the first three months of this year exports of lumber reached $295,000 and AID is projecting a level of as high as $1.5 million for the whole year.

Although the market for Lao lumber is primarily in Thailand, it is hoped that Laos will become an important lumber supplier to other nearby markets in Southeast Asia.

Multi-national aid

A multinational aid program, consisting mainly of technical assistance from the United States, Canada and Australia, is already underway and prospects for expanding the infant lumber industry are favorable.

Another favorable development has been the expanded residential construction in Vientiane. There appears to be a flow of capital into Laos, attracted by high yields on rents of residential property in Vientiane. In addition, there has been a land rush to purchase properties which will benefit from the construction of the Nam Ngum Dam, scheduled to begin late this year.

In addition to foreign exchange provided by the Foreign Exchange Operations Fund (FEOF), which is supported by the governments of Australia, France, Japan, the United Kingdom and the United States to insure the convertibility of the Laotian currency, there has been an increase in foreign exchange coming from other sources.

Within the Royal Lao Government, the Commission for Plan in the Ministry of Plan has become an effective initiator and coordinator of economic planning. Lao officials evidence increasing awareness of the need for careful economic analysis and evaluation of investment options, and the importance of thorough preparation of economic plans. The degree of coordination within the Royal Lao Government and between government agencies and foreign aid missions has also improved recently, and is likely to continue.

This year, for the first time, about 1,000 hectares in certain areas of the country are being cultivated for two crops of rice. This is a breakthrough. It is hoped that double-cropping of rice will steadily increase to include a large number of holdings throughout the country, and that by 1971 Laos may become a net exporter of rice.

For several years the Royal Lao Government has derived a substantial portion of its revenues, about 40% in 1967, from a tax on gold imports. This year the Government expected a continued high level of earnings from this tax, estimating that gold imports would average six tons per month during the year. The gold crisis in March and the subsequent separation of monetary from non-monetary gold halted operations on the London gold market and disrupted the pattern of gold imports into Laos in late March and April.

The market had somewhat stabilized by the end of April and indications are that gold imports might level off to about three tons per month. If so, this will adversely affect government revenues from the gold tax, but they will nevertheless remain substantial for some time to come.

The Government has, however, made progress in offsetting this revenue loss by improved collection of revenues and by institution of new taxes and increased rates on old ones.

Construction of the Nam Ngum Dam on a tributary of the Mekong River near Vientiane is scheduled to begin in October of this year and will be completed in 1971. This $25 million dam will have a capacity of 30,000 kilowatts, sufficient not only to meet estimated Vientiane area power requirements for some time but also to permit sales of large amounts of electric power to Thailand; in addition, it will vastly improve flood control of the area and will have the potential to supply power for pump irrigation of 30,000 hectares of arable land.

In addition, but still relatively far in the future, the Pa Mong Dam is in the intense study stage as potentially another step in the long-range development for the Mekong Valley.

Congo's trade is courted

Growing business activity expected to trigger best economic year since independence

By ANTHONY S. DALSIMER
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Increasing competition in a growing market should keynote the coming year if the Congo manages to resolve certain of its problems before the breathing space accorded by last June's monetary reform runs out. However, this generally favorable outlook is clouded by several significant "ifs" such as a possible business stagnation, growing government spending, and declining copper prices.

Nevertheless, business activity is expected to pick up and 1968 could well be the best year for the Congo's economy since independence.

Until June 24, 1967, the Congo operated under an economic system which had a greatly overvalued currency. An official rate of 150/180 Congolese francs per dollar—contrasted to a free market rate of 600 Congolese francs per dollar. In order to maintain this, the country was forced to establish a host of fiscal and monetary controls which were both cumbersome to operate and gave rise to widespread abuses and corruption.

Quota system

One chief feature was that of quota allocation, where the government issued quotas to certain importers which allowed them to import merchandise with foreign exchange obtained at the official rate. Not only did this give rise to windfall profits by certain businessmen and lead to much corruption in the system's administration, but the resulting low prices meant that demand far exceeded supply.

Because of this, a continuing inflation almost daily eroded purchasing power. Shortages of many items were almost too common to cause comment. Capital flight continued; as an amazing variety of schemes were devised to avoid government controls. Agriculture stagnated and much of what was locally produced was smuggled across the nearest border to be sold for foreign exchange.

To end these abuses and many more evil effects which had brought the nation to a point where not only the economy but also the political stability of the country would be seriously affected, the Government called on the International Monetary Fund for help. A program of stabilization and monetary reform was worked out, with the I.M.F. providing both guidance and a standby credit.

The United States also offered assistance in the form of a supporting loan to be used for purchases of American agricultural and industrial production.

A radical program of major monetary surgery was announced late in June. An exchange rate of 500 Congolese francs per dollar coupled with tight credit ceilings, limited salary increases of 40%, temporary reduction of official wholesale profit margins and governmental restraint in expenditure and personnel policies was instituted.

The goals of this reform were: elimination of restrictions on imports and current transactions and attendant abuses; stabilization of prices and reestablishment of a normal market mechanism; revival of agricultural production and improvement of rural living conditions through redistribution of means: financing of priority public investment through budgetary surplus, and reestablishment of investor confidence.

To date these five major goals have been only partially realized. The liberalization of imports has brought about a renaissance of real competition which is now stabilizing prices, albeit at a level nearly double the previous one. Some increase in agricultural activity has already come about and more appears imminent but there has, quite to the contrary, been a slowing down in certain manufacturing industries due to reduced urban purchasing power.

The mining sector continues strong and is moving ahead with expansion plans, and a number of sizable public investments are in various stages of planning or implementation. Reestablishment of private investor confidence has not yet significantly manifested itself, and will probably require at least another half year.

What is the result of the foregoing for the U.S. businessman? Possibly, increased opportunity; certainly increased competition; probably, greater selectivity.

As the size of the overall economy grows and as long postponed investment decisions are finally undertaken, someone will be making increased sales. More and more, however, price will be the controlling factor in this capital-short market, so Americans who wish to compete in the Congo will have to chose their lines selectively.

A good illustration of this may be found in the case of non-passenger vehicles. Local dealers, who formerly clamored for additional quotas on which to import U.S. trucks, are no longer able to fully subscribe the funds available under the AID-financed Commodity Import Program. With the local selling price of a six-ton U.S. diesel at about 5,000 Zaires, it is hard to resist a competing product from the U.K. or Japan which sells at 3,500 Zaires.

On the other hand, there seems to be no foreign-made vehicle which can adequately replace the American pickup truck for a wide range of local uses. Where we have a unique product, we should increase sales.

Some of the best U.S. sales potential should come in mining equipment and machine tools. Given continued political stability throughout the year, an increasing number of companies will replace long amortized or worn-out machinery with newer and more modern pieces. Some, notably Gecomin, are already embarking on expansion programs while others, such as S.M.K., rebuild damage from last year's rebellion in order to reestablish production levels.

The success of expansion, as well as the future of much local mining, seems to depend on areas where the United States is strong, such as large earthmovers.

In agriculture, new areas of cultivation

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will increasingly be brought into production. The lumber industry must move from its present base in the Mayumbe to the Lake Leopold area and will probably have to replace and update much of its equipment.

When sufficient local commercial channels are reopened to ensure their market outlets, a further spurt in the activities of small planters can be expected. This could, in turn, offer a growing market for agricultural machinery plus a wide variety of implements, fertilizers, pesticides and the like.

Some U.S. exporters may fall victim of their own post-reform success. This is because local industry, unused to facing real competition and largely saddled with inefficient and outdated plants, is now appealing to the Congo Government for increased protection. One leading candidate, along with textiles from a number of other countries, is the used clothing industry. What the exact form of protection will be is not yet known.

The Union of Central African States (UEAC) is now taking form. While UEAC has so far not offered any concrete manifestations of its potential, one possible effect would be to relieve U.S. goods from the discriminatory tariff burden they formerly faced in the Chad and Central African Republic. There has been no public indication that other African states are ready to adhere to UEAC, but the three founding nations present a combined market potential of over 20 million.

How can U.S. companies compete in the Congo? This is a question that depends on the product itself, of course, and its sales potential. In general, nevertheless, one can say that the more direct the contact, the better the results.

A number of American concerns have chosen to do business in the past through a representative in Belgium or some other European country. On occasion, this method has had complications locally and even resulted in loss of sales. Some U.S. manufacturers like to deal directly from the factory with no middle man. The intricacies of doing business in the Congo, however, often make this a tedious or less than satisfactory method and require great amounts of time on follow-up.

Local dealers seem the most satisfactory solution but here, too, there are a number of drawbacks. Service after sale is often lacking, spare parts inventories deficient, markups excessive by U.S. standards, dealers occasionally represent too many lines to do justice to any single one, and so on.

MAJOR TRADE ARTERY for nation's economy is the Congo River. Above, port facilities near Kinshasa.

While Belgian-Congolese relations are now in a honeymoon period, this has not always been the case. In the recent past certain government officials objected to the necessity of dealing with American companies via Brussels. This should be borne in mind by any U.S. group making long-range plans for the local market.

Nonetheless, it must also be remembered that many factors militate in favor of such an indirect link. Airlines, telephone and telegraph connections and other services are still primarily oriented toward the former metropole. Often a company operating in the Congo has the same sales representation in Belgium and uses the latter as a spare parts backstop for its smaller sister market.

'Brief' trip lengthened

There is business here for the enterprising, as illustrated by the case of a New York commission shipper who came to Congo on a "brief business trip" and whom I saw in Lubumbashi, still in the Congo, several months after our original meeting in Kinshasa.

Unfortunately, too few companies are willing to operate this way and the local scene is strewn with proven business-losing techniques as practiced by American firms. Included in these are the case of the air conditioner manufacturer whose two-month delivery time became six or eight; the food processor who refuses to do business in the Congo because the local licensing system does not jibe with the company's ADP program; the manufacturer of small boats whose U.S. sales are temporarily so good he not only will not appoint a local sales representative but will not even sell a couple of samples for future prospects; the record manufacturers who do not even reply to inquiries; the pharmaceutical manufacturer who tries to cover up over-invoicing by a foreign subsidiary and so on.

One of the most succinct summations of the current situation, the latest Economic Trends Report submitted by the U.S. Embassy in Kinshasa, pointed out that "initial planning for the monetary reform projected a 20% decrease in imports as part of the effort to establish balance of payments equilibrium. A successful reform, however, presupposes a steady rise in economic activity after the initial stabilizing phase, so opportunities for increased U.S. exports should develop."

It should be pointed out, however, that these opportunities must be sought out and fought for. They will not fall like ripe apples into the laps of complacent manufacturers who merely sit back and await their share. The Congo is at last reaching the stage of a freely competitive market and U.S. businessmen should apply the same techniques here as in Europe.

THE NUMBER OF GHANAIAN EMPLOYEES on a proposed investment project may have a crucial bearing on government approval. Here two Ghanaian technicians are working on a dam in the interior.

Approval of projects in Ghana is a time-consuming process; U.S. remains largest cocoa buyer

Unfamiliarity with American goods, lack of qualified agents hinders U.S. effort to expand share of nation's imports

A comprehensive review of Ghana's industrial policy during the past few months has brought about extensive changes in the role and make-up of Government bodies weighing investment proposals, both foreign and domestic, according to the latest Economic Trends Report submitted by the U.S. Embassy in Accra.

No formal statement or White Paper has recently been promised on the subject, but new industrial projects or private participation in state corporations apparently must meet criteria established by:

- a re-formed Negotiating Committee, the findings of which are approved by the Commissioner of Industries with respect to the overall plan;
- the Capital Investments Board, in order to qualify for benefits accorded new enterprises under the Capital Investments Act of 1963;
- the Board of National Investment Bank, for the avoidance of conflict with projects developed by the Bank's Investment Development Service.

Thereafter, a proposal may also be passed to the National Advisory Committee before final approval by the National Liberation Council.

Approvals must also be gained for foreign-exchange requirements and for residence permits for expatriate personnel to be employed by the new enterprise. These latter approvals, while secondary, may require some time to obtain.

The United States remains the largest consumer of Ghana's cocoa—with 17% of total shipments through Mar. 31—but expansion of the U.S. share of the Ghana market encounters certain difficulties. These include a local unfamiliarity with American manufacturers' products, specifications and commercial usages; and the local unavailability of qualified dealers to represent U.S. product lines.

However, in addition to whatever advantages may be conveyed to British and Common Market suppliers by longer association in trade, American businessmen can be handicapped by *their* lack of acquaintance with market conditions in Ghana, which usually require more than a few days' stopover to investigate. Their interest or willingness to meet competition in price or salesmanship is at times influenced by an under-estimation of the potential market.

Credit system drawback

On the other hand, large-scale manufacturers may very well find it unprofitable to supply small orders for goods of other than standard specifications. Many suppliers are deterred by Ghana's 180-day credit system, relaxation of which is apt to be indefinitely postponed.

Some of these factors have contributed to a slowdown in using the 1967 AID Program Loan. The list of commodities eligible for financing has been expanded to include goods in special demand. In addition, terms for deposit of local-currency counterpart may be lightened to benefit the importer, and greater experience with administrative procedures should speed things up.

Various investment proposals have been solicited by the Government or volunteered by private United States interests in recent months. As a rule, these proposals have concerned productive, rather than commercial, enterprises using local materials where practicable.

A complete list of Ghana's public enterprises is not relevant here, but a few corporations might be listed: fibre bag manufacturing, sugar products, boatyards, and tobacco products, all of which come under the Ministry of Agriculture, Post Office Box M.37, Accra; and distilleries, canneries (3 plants), edible oil mills (6), and pharmaceuticals, which are subordinate to the Ghana Industrial Holding Corporation, Post Office Box 1627, Accra.

American businessmen conducting successful or promising negotiations in Ghana in recent weeks have displayed some characteristics in common, beginning with affability. Others are: patience, perserverance, and a rapid feel for local points of view.

For example, there is latent concern

over the number of non-Ghanaians profitably employed or self-employed in the country. Government spokesmen have suggested that stringent measures will be taken to regulate such employment. Accordingly, new ventures are especially subject to scrutiny in connection with their plans for expatriate staff as related to the training of qualified Ghanaians.

Policy also dictates continued efforts to improve the efficiency of the state corporations. Apart from negotiations for private participation in some of them, the Government is setting up the Ghana Industrial Holding Corporation, with help from the United Nations Development Program. When incorporated, this holding company will direct operations of some 20 state enterprises, in addition to 16 joint ventures in which private interests own shares or hold fee-management contracts.

Domestic capital, as well as foreign, is needed for the expansion of industrial production. The Government is eager to expand employment possibilities and realize wherever possible a net saving in foreign exchange through import substitution. It plans some increase in development expenditures, but will meet this mainly by holding down recurrent costs.

Domestic revenues in the 1968/69 fiscal year are not expected to rise significantly above their present level and could decline, depending on fluctuations in the world market for cocoa and the price paid the producer.

The alternative is to encourage the commercial banks to liberalize their credit facilities.

Guidelines were issued in April for the banks to follow in seeking to accelerate the rate of investment and production, especially for export. Large shipments of cocoa early in the year—delayed by difficulties of internal transport—have resulted in an increased money supply and in the banks' foreign assets, thus adding to their already high reserve ratio. The hope is to utilize some of this liquidity, for instance, to provide working capital to the numerous public and private enterprises that are short of it. Emphasis is on credit for agriculture and industry.

Loans to registered importers should only approximate the 1967 rate, and the guidelines imply the application of credit control measures if it is exceeded.

Revised trade data for 1967 show a modest surplus, a trend which will probably continue throughout 1968. The 1967/68 main cocoa crop was somewhat larger than originally predicted, and the prices of cocoa exports have been substantially higher than earlier estimates.

Crop collection was initially delayed while purchasing arrangements were completed. This delay was later compounded by haulage problems and a shortage of cargo space. Financing of the 1968/69 crop is now being studied, but limitations on Ghana Railways' carrying capacity are apt to require much time and the acquisition of new rolling stock to overcome.

Unaffected by such considerations, a continued firm cocoa market appears in prospect, although the Government has not modified its active campaign for an international marketing agreement.

Among Ghana's other traditional exports, timber and manganese have dropped in value but non-monetary gold has increased. Timber production has been affected to some extent by the Government's intermittent indications of a redistribution of concession areas. Mostly, however, the decline in exports of both logs and sawn timber is due to the transport bottlenecks already mentioned, since the movement of cocoa understandably had priority. In time, re-equiping the Kumasi-Takoradi line with heavier locomotives will permit longer train-loads, whether carrying cocoa, timber or bauxite. More regular deliveries to ports might then stabilize ship arrivals and departures.

Implementation of the import program has been marked by a preferential demand for goods imported under specific or open general license rather than commodity assistance loans. For better use of this type of aid and to equalize receipts and expenditures of scarce foreign exchange, the Government is taking steps to control the number of unused licenses outstanding at any given time and, as mentioned above, to place some restriction on import credit.

In industrial goods, Firestone Ghana's production of tires is not likely to begin before November. Off-shore oil exploration also should get under way about then: producers who have been offered concessions expect to negotiate agreements with the Government in late June.

OFFSHORE OIL EXPLORATION in Ghana is due to get under way later this year. Above, a Texaco supply terminal at the Port of Accra.

General industrial policy aims

The procedures governing proposed investments in Ghana, while exacting and time-consuming, accord substantially with the general aims of Ghana's industrial policy stated in early 1966. The following seem now to be its main points:

(1) Private enterprise will continue to be encouraged as the dominant sector of the economy, with special opportunities for Ghanaians to take an increased part in industry and trade.

(2) Full state ownership and operation of manufacturing and service plants will tend to be restricted to utilities (electricity generation and distribution, railways) and industries connected with national defense.

(3) Outside these two categories, proposals from private investors in any capital venture will be welcomed. However,

(4) Further outright sales of public properties, even to Ghanaian interests, are unlikely and

(5) control of state-owned assets or farmland by foreign management will be conceded only after proposed agreements have been systematically studied by official bodies representing a wider range of opinion than previously consulted.

New industrial incentive law designed to spur investments that aid Dominican development

Act also provides consistency of application which old measure lacked; exempts industries covered by other laws

A new Industrial Incentive Act for the Dominican Republic is designed to stimulate new and existing industries by encouraging domestic and foreign investment that contributes to the economic development of the country.

The new legislation is also meant to provide the consistency of application lacking in the previous law.

The Act applies to manufacturing operations only. Because of other special laws covering them, the following industries and activities are not affected by the new legislation: sugar, natural gas and petroleum exploitation, mining, fishing, basic agriculture and livestock raising, hotels and tourism, construction, transportation, simple packaging industries and handicrafts.

An Industrial Development Board (Directorio de Desarrollo Industrial) was created within the Secretariat of Industry and Commerce to administer the Act, and the Secretary of the same ministry was directed to preside over the Board. The Board will meet at least every 15 days to consider applications for benefits under the new law, and will be assisted by a Technical Department (Departamento de Tecnico Industrial).

In order to encourage the decentralization of industry, the duration of benefits and concessions granted under the Act depends upon the area of the country in which the new activity is to be located. Operations established in Santo Domingo will receive benefits for eight years, in Santiago ten years, in frontier zones twenty years, and in all other areas of the country fifteen years.

The industrial activities eligible for benefits are divided into three groups: Categories A, B, and C. Category A includes all manufacturing and assembly operations producing solely for export markets. Category A industries are to be located in a free zone unless the products are not being manufactured locally and are easily controlled in their distribution.

Category B industries are those having high priority in the economic development of the country. That is to say, they must lead to a savings in foreign exchange, create employment, and deserve the special encouragement and stimulus of the State. Industries in Category B are to manufacture goods not already produced in the country, replacing imports while meeting domestic market demand.

Included in Category C are new industries, or expansions of existing operations, that make use of domestic raw materials or produce goods for domestic consumption. To qualify for inclusion in this category the Industrial Development Board must verify that internal demand for the product cannot be met by existing plants or plants under construction. This requirement may be waived by the Executive Authority if the project is to produce materials for projects of national interest.

The Technical Department will make the final determination as to which category applies to a particular operation. It will consider the amount of domestic raw materials employed, the degree of import substitution, number of jobs created and the effect on income distribution and the balance of payments.

Category A industries can obtain: 100% exoneration of all taxes involved in the importation of raw materials, packaging material, machinery and equipment and fuel (except gasoline). Firms established within the country proper will receive a 75% exoneration of local income tax for the first five years and 50% for the rest of the period of concession. This exoneration applies to dividends on shares paid to individuals only if the dividends are reinvested in the project.

Category A firms may be authorized to sell up to 20% of their production in the domestic market when these products are not already being manufactured locally. Goods entering the domestic market are dutiable at 90% of the normal import tariff rate.

Category B operations receive basically the same treatment as those in Category A with regard to imported raw materials and fuels, except that the exoneration is 95%. There is a provision limiting this exoneration to materials that cannot be obtained from local production.

On the approval of the Industrial Development Board, both B and C firms may receive an exoneration of up to 50% of income tax falling due depending on the percentage of profits reinvested locally in the same project or in another high priority industry.

Also at the discretion of the Board, Category C operations can be exonerated up to 90% of the import taxes for raw materials and fuels not produced locally.

The Act establishes time limits for each stage of administrative processing so that applications for benefits will be handled expeditiously. A maximum of 45 days is set aside for publishing a resume of the proposed project and the subsequent airing of complaints. The Technical Department then has 30 days (for unusually complicated cases an additional 30 days will be granted) to study the proposal and to determine into which Category it falls. The Industrial Development Board is then given 15 days to act on staff recommendations.

If the project is approved, the Board prepares for the signature of the President an official decree explaining in detail the benefits extended to the project under the Act.

A copy of the complete Industrial Incentive Act in Spanish, the only authorized version, is available on a ten-day loan basis from the American Republics Division, BIC/OIRE, U.S. Department of Commerce, Washington, D.C. 20230.

Peru shortens warehouse storage period for cargo

On Mar. 21 the Peruvian Government made several changes in the provisions governing abandonment of merchandise at Peruvian customhouses, shortening the allowed storage period.

Ocean, river and lake cargo now must be cleared within two months of the date of unloading if it is "Forzoso Despacho" (bulky or dangerous cargo stored in open

yards and scheduled for prompt clearance); within four months of the date of unloading if it is stored in customs warehouses; and after six months from the date of deposit for "merchandise in deposit," which is granted a longer storage period and insured against fire.

Air and land cargo will be considered legally abandoned when "Forzoso Despacho" merchandise is not cleared within 30 days of unloading, and warehoused merchandise, within 60 days of unloading.

Regardless of its mode of transportation, all imported cargo duties and surcharges must be paid within 30 days of completion of customs documents and withdrawn from customhouses within 30 days of payment of duties.

Effective Apr. 1, all merchandise not meeting the above provisions was to be adjudged legally abandoned and subject to auction.

Norway increases pledge for IDA replenishment

Norway has informed the International Development Association that, subject to parliamentary approval, it will increase its contribution to the proposed second replenishment of the IDA's resources to the equivalent of $12 million.

This supplement would increase Norway's share of the amount to be provided by the contributing countries under the Second Replenishment from 0.89% to 1% of the basic $1,200 million.

In commenting on the proposed contributions, Mr. Robert S. McNamara, President of IDA and the World Bank, stated: "This generous action of the Norwegian Government is warmly appreciated. I feel greatly encouraged at this evidence of further support for IDA's operations. Our special thanks are extended to Norway, as they were earlier to Sweden, for the example these countries are setting in going beyond their originally announced contributions to IDA's Second Replenishment."

IDA credits, extended for 50-year periods, are interest-free, although a small service charge is made. All but $72.5 million of IDA's resources for lending purposes, totaling $1,806 million, were committed as of April 30. IDA's credits have helped to finance transportation, agriculture, industry, electric power, communications, water supply and education projects in 38 of the less developed countries.

World Bank group approves loans for four countries in Africa

Credits are for projects in agriculture, education, roads, and electric power in Ghana, Ivory Coast, Kenya, Sudan

The World Bank group of financing institutions has approved loans totaling $37-1 million for expansion and improvement of agriculture, education, roads or electric power in four African countries —Ghana, the Ivory Coast, Kenya and the Sudan.

A credit of $10 million from the International Development Association (IDA) will assist a program being carried out by the Electricity Corporation of Ghana to extend and improve its distribution system. The program will enable the Corporation to meet the country's growing demand for electricity and make fuller use of power generated at the Volta River hydroelectric project which was built with the assistance of a World Bank loan of $47 million made in 1962. Procurement will be on the basis of international competitive bidding.

An IDA credit of $8.5 million will finance more than half the cost of a project designed to meet urgent needs of Sudan's educational system: the training of more agricultural technicians, an upgrading of teaching standards in intermediate and secondary schools, and the reorientation of secondary school education toward scientific and commercial training more suited to the country's manpower requirements.

The project will be executed under the supervision of two project offices to be established in the Ministries of Agriculture and Education. Consultants will assist in the design of the schools and supervise construction. All construction and equipment contracts will be let on the basis of international competitive bidding. Construction is scheduled for completion by the end of 1972.

The United Nations Educational, Scientific and Cultural Organization (Unesco) assisted the Government in the preparation of the project under the Bank/Unesco Cooperative Program.

An IDA credit of $2.1 million to Kenya will assist a further stage of a program to expand tea production by smallholders. This stage will enable 26,000 smallholders now engaged in subsistence farming to earn cash incomes and improve their standard of living. When the 35,000 acres of additional land to be planted with tea are fully developed, Kenya's annual foreign exchange earnings from tea are expected to increase by $11 million annually. Development of smallholder tea cultivation is organized and supervised for the Government of Kenya by the Kenya Tea Development Authority.

A second IDA credit to Kenya, $10.7 million, will assist a highway project involving reconstruction of 11 sections of trunk roads, 10 new bridges and the detailed engineering of 14 secondary roads. The roads are situated throughout the more populated and productive areas of Kenya and will serve important agricultural and tourist centers.

The Roads Branch of the Ministry of Works is responsible for the execution of the project. Consultants will supervise construction which will be by contractors who have been selected on the basis of international competitive bidding.

A World Bank loan of $5.8 million will be made to the Ivory Coast for the construction of a 37-mile high priority road and pre-investment studies which will provide the basis for selection of further road projects suitable for external financing in 1969/70. The new road will help link the northeastern zones with Abidjan, the main port, and thereby accelerate the economic integration of the country.

The construction contract will be awarded on the basis of international competitive bidding. Consultants to be engaged by the Government will undertake the pre-investment studies which should be completed in late 1969.

Spain extends soybean rule

Spain has extended until July 30 the suspension of import duties on soybeans, which has been in effect continually since Dec. 24, 1964.

Revised trade and exchange rules should raise Indonesian revenues

Open market system for export bonus certificates abolished; recent moves have aimed at protecting local industries

The Indonesian Government has changed its trade and exchange regulations to provide increased revenue to the Government and enable it to exercise greater control over its foreign exchange.

Prior to the May 27 effective date, exporters were reimbursed for a share of their export proceeds, based on an export check price, in the form of a BE (export bonus) certificate which could be used to import any item on the BE list of approximately 500 fairly essential commodities, or sold on the open market. Now the open market for BE's has been abolished, and exporters are required to sell to the authorized foreign exchange banks for rupiah the BE exchange to which they had been entitled.

Exporters of nine major commodities, excluding petroleum, are reimbursed for 75% of the "net f.o.b. price"; exporters of other non-petroleum products are reimbursed for 90%. Of the balance, for which there is no reimbursement, 10% continues to go to the province from which the commodity is exported in the form of an exchange certificate known as an ADO. Exporters of the major commodities (except petroleum) continue to pay an additional 15% as an export tax. ADO's may still be used by the provincial governments or sold to registered importers to import any commodity on the BE list.

All BE exchange, however, must now be purchased from the foreign exchange banks by registered importers or exporters authorized to import. The price of BE's is determined by market demand but is administered by a section of the central bank, the Bursa, which selects a call rate three times each week on the basis of supply and demand figures which the foreign exchange banks are required to submit. Foreign exchange banks are obliged to buy, and exporters to sell, all exchange entitlements at the call rate, except DP exchange.

No change was made in the regulations affecting DP, or complementary, exchange, which continues to be available on the open market at a rate somewhat higher than the BE rate. DP exchange now accrues mainly from invisible transactions and may be used to import any commodity except five prohibited items. The DP rate was 340 rupiah per U.S. dollar as of May 31. Indonesia increased the number of prohibited items to five when it banned the importation, after May 3, of tobacco products ready for direct consumption in order to protect the local industry.

The May 27 changes also unified the rate applying to general BE's (arising from Indonesia's own foreign exchange earnings) and the rate for the special BE's issued to utilize foreign aid funds. The authorized foreign exchange banks will now sell both types of exchange at the central bank call rate. This rate was 297.50 rupiah per U.S. dollar as of May 29. Formerly, special BE's were sold at a discounted rate of 10-15% below the general BE rate.

Special BE's may be used to import any item in sub-groups A and B of Indonesia's BE list (very essential and essential products), provided the item is also one for which the donor country permits its aid to be used.

AID commodity list

In the case of the recent $25 million loan extended by the U.S. Agency for International Development, AID has issued a list of commodities it is willing to finance. If a commodity is on both AID's list and in either sub-group A or B of Indonesia's BE list, it may be imported with special BE's issued for use of the AID funds.

The valuation of imports for purposes of customs duty assessment was formerly the special BE rate. With the unification of the special and general BE rates, customs valuation will now be based on the general BE rate. Although the rate is to be adjusted monthly, the Government has not been prompt in changing the rate to reflect currency depreciation. Effective June 1, the customs valuation rate was raised from Rp. 240 per U.S. dollar to Rp. 275 per U.S. dollar. This change will substantially increase customs revenue.

Prior to the recent changes in the trade regulations, Indonesia had made other moves to protect domestic industries and increase revenues. On Feb. 26 the Government amended the Sales Tax Law of 1951 by again extending the coverage of sales taxes to imported goods. This measure was taken in response to complaints by local manufacturers that the sales tax on manufactured goods, when not applied to imports, impaired their ability to compete with imported goods.

In addition, the Government made a number of reductions in the sales tax rates applied to locally manufactured goods during the past year. On Nov. 1, 1967, the sales tax on batik and woven textiles was eliminated; reduced to 5% on knitted textiles; and lowered to 10% on bottled drinks, ice, agricultural tools, betjaks and bicycles, motor and non-motor vehicle spare parts and equipment, and cut tobacco.

Although a number of product categories which are considered essential were exempted from the import sales tax, most imported products are now subject to the tax, regardless of whether they may compete with locally produced goods. Semi-essential goods are taxed at rates of 5 or 10%; those considered as ordinary goods are subject to a 20% tax; and luxury goods are taxed at 50%. The base for collection of the tax consists of the total of the c.i.f. value, customs duties, surcharges, miscellaneous assessments, stevedoring and related expenses, plus a 5% importer profit.

On Apr. 24, Indonesia introduced an extensive revision of effective tariff levels by changing surcharges applying to one-fourth of the items listed in the customs tariff. Although in some cases the changes are reductions, the majority of the modifications are increases in surcharges (see INTERNATIONAL COMMERCE Dec. 25, 1967). Many of the revised surcharges were raised to 200% and in certain cases to 300% and 400%.

The Rp. 25 per dollar surcharge on wool and silk has been removed. However, cotton and wool yarns are still subject to a Rp. 25 per dollar surcharge, and a Rp. 25 per dollar surcharge has been imposed on silk yarn. Unbleached and bleached cambrics, formerly subject to a Rp. 25 per dollar surcharge, have been made subject to a surcharge of Rp. 180 and Rp. 190 per dollar, respectively. Ordinary bleached and unbleached cotton fabrics have been made subject to a 275% and 300% surcharge, respectively, which, when added to the 20% basic duty, gives an effective duty of 75% and 80%, respectively. All other cotton fabrics—dyed, woven in colors, printed—have been made subject to a 200% surcharge which, when added to the 30% basic duty, brings the effective duty to 90%.

SEMIANNUAL

CHECKLIST

INTERNATIONAL BUSINESS PUBLICATIONS

JULY 1968

Contents:

Census Publications	29
Commerce Business Daily	20
Economic Trends	20
Export/Import Summaries	21
Export Market Guides	25
Foreign Market Reports	20
Foreign Market Surveys	27
International Commerce	20
International Customs Journals	24
Market Series	22
Market Share Reports	21
Overseas Business Reports (OBR'S)	20
Special Publications	23
Trade Lists	25
Trade Lists, Computerized	21
Trade Mission Reports	28
World Trade Directory Reports	25
CROSS-LISTING BY COUNTRY	31

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BUREAU OF INTERNATIONAL COMMERCE

CHECK LIST

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INTERNATIONAL COMMERCE is the principal periodical published in the international affairs area of the U.S. Department of Commerce. A weekly news magazine, it offers authoritative and concise international marketing information and reports demonstrating and explaining potential advantages to American businessmen in international sales of U.S. products.

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AUTOMATED CUMULATIVE INDEX TO INTERNATIONAL COMMERCE, 1967. Lists all articles in the magazine by country and by subject. Uniquely helpful reference tool for research in world trade. Approximately 90 pp. 45¢. Free to subscribers.

AUTOMATED QUARTERLY CUMULATIVE INDEX TO INTERNATIONAL COMMERCE, First quarter 1968. 30 pp. 20¢. Free to subscribers.

Commerce Business Daily

COMMERCE BUSINESS DAILY offers a daily synopsis of U.S. Government proposed procurement, subcontracting leads, contract awards, sales of surplus property, and foreign business opportunities, $15 a year, $57 airmail delivery within the U.S.

Foreign Market Reports

A listing of the latest unclassified airgrams received in the Department of Commerce, containing information helpful to American businessmen in foreign market research efforts. Listings may be obtained free by writing U.S. Department of Commerce, Commercial Intelligence Division, BIC, Washington, D.C., 20230. All reports listed are available for purchase at $1.50 each. Order blanks are included with listing issued monthly.

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Overseas Business Reports published this year

This list of 32 newest reports in the OVERSEAS BUSINESS REPORTS series includes those published between the beginning of 1968 and the time the **Checklist** went to press. These OBR'S are also listed under their appropriate categories in The Country List.

FRANCE, Information on Electronic Products in. (BDSA) OBR 68-1. 15 pp. January.

MALAWI, Foreign Trade Regulations of the Republic of. OBR 68-2. 8 pp. January.

CHILE, Basic Data on the Economy of. OBR 68-3. 29 pp. February.

ITALY, The Market for Machine Tools and Related Equipment in, 1965-1967. (BSDA) OBR 68-4. 16 pp. February.

UNITED STATES, Foreign Trade 1966 and 1967. OBR 68-5. 19 pp. February.

CONGO (KINSHASA), Basic Data on the Economy of. OBR 68-6. 20 pp. April.

PHILIPPINES, Summary and Text of Investment Incentives Act. OBR 68-7. 20 pp. February.

MALTA, Basic Data on the Economy of. OBR 68-9. 9 pp. March.

JAPAN, The Power Hand Tool Industry in, 1963-1967. (BDSA) OBR 68-10. 16 pp. April.

LAFTA, The Role of Complimentarity Agreements in. OBR 68-11. 10 pp. March.

SOUTH AFRICA, Selling in the Republic of. OBR 68-12. 16 pp. March.

AFGHANISTAN, Foreign Trade Regulations of. OBR 68-13. 8 pp. April.

CANADA, Product Approval and Certification in. OBR 68-14. 8 pp. April.

VENEZUELA, Foreign Trade Regulations of. OBR 68-15. 10 pp. March.

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NORWAY, Selling in. OBR 68-17. 10 pp. March.

IVORY COAST, Basic Data on the Economy of. OBR 68-18. 20 pp. April.

BELGIUM, Market Factors in. OBR 68-19. 15 pp. March.

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BAHRAIN, QATAR, MUSCAT AND OMAN, AND THE TRUCIAL STATES, Basic Data on the Economy of. OBR 68-22. 14 pp. March.

NEW ZEALAND, Basic Data on the Economy of. OBR 68-23. 16 pp. April.

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ISRAEL, Establishing a Business in. OBR 68-25. 12 pp. March.

INDIA, Establishing a Business in. OBR 68-26. 21 pp. March.

LIBERIA, Basic Data on the Economy of. OBR 68-27. 20 pp. March.

UNITED KINGDOM, The Business Machine Industry in. (BDSA) OBR 68-28. 9 pp. April.

AFRICA, Market Indicators for. OBR 68-29. 43 pp. April.

GERMANY, Foreign Trade Regulations of. OBR 68-30. 10 pp. April.

UNITED STATES, Foreign Trade 1961-1967 (Annual). OBR 68-31. 24 pp. May.

PERU, Food Processing Industry in. (BDSA) OBR 68-32. 8 pp. May.

SOUTH AFRICA, Foreign Trade Regulations of the Republic of. OBR 68-33. 7 pp. May.

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BDSA: WHAT IT IS AND WHAT IT DOES. Explains activities of Business and Defense Services Administration. July 1967. 12 pp. Free.

CAREER OPPORTUNITIES IN DOMESTIC AND INTERNATIONAL BUSINESS IN COMMERCE. Lists opportunities in the Department for 1968 in the Domestic & International Trade Field, and explains the organization of related bureaus in the Department. 12 pp. Free.

COMMERCE COOPERATIVE OFFICE PROGRAM. What it is. What it does. Explains extension of Department of Commerce services through cooperative Chamber of Commerce Field Office Support, and responsibilities of cooperating offices. 2 pp. Free.

COMMERCIAL HOLIDAYS ABROAD. Enables businessmen to save time on trips or phone calls by checking the list of holidays abroad. Lists all holidays by countries, scheduled a year in advance. 1968. 24 pp. 15¢.

COMPREHENSIVE EXPORT SCHEDULE. Covers U.S. export control regulations and policies, contains instruction, interpretations, and explanatory material. Published annually in looseleaf form and kept up to date with supplementary CURRENT EXPORT BULLETINS included in each subscription. Annual subscription $7 ($2 additional for foreign mailing). Airmail service available only to domestic subscribers, $4 additional. Single copies of a CURRENT EXPORT BULLETIN, 25¢.

ELECTRIC CURRENT ABROAD. Lists characteristics of electric current available in principal foreign cities throughout the world. 1967. 81 pp. 30¢.

ENGINEERS OVERSEAS HANDBOOK. 1965. 242 pp. $2.25.

Food Irradiation Activities Throughout the World

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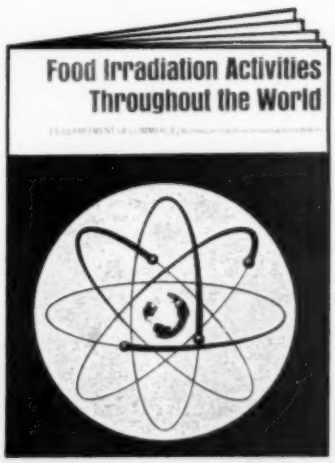

EXPORT CONTROL. Quarterly report. Details licensing operations and actual shipments of commodities and security export conditions. 25¢ each.

EXPORT CONTROL, THE CARRIER'S ROLE. This handbook summarizes the principal provisions of U.S. export control regulations affecting the operations of the U.S. and foreign-flag carriers—water, land, and air, 1965. 16 pp. Free.

EXPORT LICENSES APPROVED AND REEXPORTATIONS AUTHORIZED. A daily list setting forth the commodity description, dollar value, and country of ultimate destination for each export license issued and for each amendment to a license which increases the dollar value of an outstanding license and for each reexportation authorized. $37.50 a year, beginning when remittance received.

FOOD IRRADIATION ACTIVITIES THROUGHOUT THE WORLD. Complete reference to all organizations doing research and development in food irradiation. Special reference to commercial operations. Covers 76 countries. 1968. 90 pp. 50¢.

FOREIGN BUSINESS PRACTICES (Reprints of articles from International Commerce). Basic information on some of the laws and practises which underlie export, licensing and investment abroad. 40 pp. April 1967. 30¢.

FOREIGN-TRADE ZONES BOARD 29th ANNUAL REPORT. Contains review of fiscal '67 events with the Foreign-Trade Zones Board and with the foreign-trade zones at New York, New Orleans, San Francisco, Seattle, Mayaguez, Toledo, and Honolulu. 1968. 64 pp. 45¢.

FOREIGN TRADE ZONES IN THE UNITED STATES, REGULATIONS AND OTHER INFORMATION. Contains, in addition to explanatory notes, the text of the Foreign-Trade Zones Act as amended. Executive Order 7104, Foreign-Trade Zones Board regulations, and Bureau of Customs regulations pertinent to foreign-trade zones. 1966. 80 pp. 35¢.

GATT: GENERAL AGREEMENT ON TARIFFS AND TRADE. Describes how GATT works to open doors to U.S. exports through tariff reduction, elimination of non-tariff barriers, and the removal of other obstacles between the United States and 57 free-world countries. 1964. 16 pp. 25¢.

HOW TO PHOTOGRAPH U.S. COMMERCIAL EXHIBITIONS. A guide to photographers working exhibitions and trade shows. Explains good exhibition photographs, what exhibitors want and includes 24 examples of good and bad photographs. 24 pp. 1967. 15¢.

INTRODUCTORY GUIDE TO EXPORTING. Explains basic steps in selecting overseas markets and selling in them. Outlines assistance available to present and potential exporters from Department of Commerce. 48 pp. 1968. 40¢.

INDUSTRY ORGANIZED TRADE MISSIONS OVERSEAS. Tells how U.S. business may obtain help from the Department of Commerce in developing new markets overseas and what standards are required for

International Customs Journals

Tariff structures and rates shown in the INTERNATIONAL CUSTOMS JOURNALS are subject to change after the JOURNALS are published. Comprehensive supplements covering major changes are published by the International Customs Tariffs Bureau in Brussels and may be ordered through the Clearinghouse for Federal Scientific and Technical Information, Code 410.11, Springfield, Va. 22151, as they become available.

Major changes in tariffs of individual foreign countries are also reported each week in the "Foreign Government Actions" section of INTERNATIONAL COMMERCE. For latest tariff information on individual products imported into specific foreign countries, consult your local Department of Commerce Field Office.

THE JOURNALS, previously available on a loan basis, are priced at $3 for a bound paper edition of the Journal or Supplement; microfiche copies (up to 64 pages reproduced on a 4 x 5 inch negative) are 65¢ each.

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Benelux[2]	PB-170849
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[1] Issues that are useful only as a guide to the nation's tariff structure—duty rates are changed extensively since publication.

[2] Journals that are generally reliable for duty rates and tariff structure, with only a few duty rates having changed since publication of these issues.

[3] Generally reliable for duty rates on imports from the U.S., but where preferential duty rates on imports from certain countries EFTA, EEC, or Commonwealth, have changed since publication.

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[5] Foreign trade is wholly a state monopoly. Although a two-column tariff schedule is published, the duties, for practical purposes, are an internal accounting device not of concern to U.S. exporters.

Government sponsorship. 1965. 12 pp. 15¢.

MARKETING AIDS FOR HIGHER EXPORT PROFITS. Explains low-cost marketing aids and services available from the Department of Commerce, including Trade Lists, World Trade Directory Reports, Trade Contact Surveys. 12 pp. 1968. Free.

MOBILE TRADE FAIRS. Guide to Prospective Operators. Details responsibilities of Operator, Exhibitors; assistance provided by Department of Commerce. 20 pp. 1967. Free.

U.S. TRADE CENTERS Frankfurt, London, Milan, Stockholm, Bangkok and Tokyo. Describes facilities and services available at each center. Includes photos. Free.

OCEAN FREIGHT RATE GUIDELINES FOR SHIPPERS. Designed to acquaint exporters with the manner in which ocean freight rates are established by shipping lines and conferences of shippers, factors that influence level of rates, steps to take to seek adjustments, etc. Published by Department of Commerce and Federal Maritime Commission. 30 pp. 25¢.

THE PIGGYBACK PROGRAM. Cooperative exporting. Describes the "Piggyback" marketing technique which enables companies with no foreign ties to sell their products through companies already well established in overseas markets. 1966. 16 pp. 15¢.

SAMPLE DISPLAY SERVICE. Tells how a U.S. firm can find agents or distributors abroad by displaying its products in U.S. Embassy showrooms in Bangkok, Beirut, Manila, and Nairobi for 30 days. 1967. 8 pp. 10¢.

SELL YOUR PRODUCTS WITH BUSINESS PROPOSALS CARRIED ABROAD BY U.S. TRADE MISSIONS. Tells how U.S. Trade Missions are organized, and how they will handle assignments for you, discussing your sales offer with appropriate potential agents or customers overseas. 10 pp. 15¢.

SOURCES OF CREDIT INFORMATION ON FOREIGN FIRMS. For United States Firms trading, investing or manufacturing abroad. 1967. 108 pp. 35¢.

SOURCES OF INFORMATION ON AMERICAN FIRMS FOR INTERNATIONAL BUYERS. A guide to the principal sources of commercial information on U.S. firms. Revised edition. 1966. 26 pp. 15¢.

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THE U.S. INDUSTRIAL OUTLOOK FOR 1968. Includes developments in 1967 with projections for 1968. Reports on imports and exports. 216 pp. $1.25.

U.S. LUMBER EXPORTS, 1960-64, 1965. 11 pp. 10¢.

U.S. LUMBER EXPORTS, 1966. July 1967. 12 pp. 10¢.

U.S. LUMBER EXPORTS, 1964. 1965. 11 pp. 10¢.

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U.S. FOREIGN TRADE IN PHOTOGRAPHIC GOODS, 1962. 1963. 35 pp. 25¢.

U.S. TRADE IN JEWEL BEARINGS AND RELATED COMPONENTS, 1965. June 1967. 4 pp.

WORLD TRADE IN MACHINE TOOLS, 1961-64. 1965. 32 pp. 30¢.

Trade Lists

Trade lists are compiled by commodity for individual countries. Lists generally are available in the following classifications for the first group of countries shown below. The number of commodity classifications made available for any particular country is based upon the established channels of trade and actual or potential commerce in the merchandise covered: Key: A—Agents; D—Dealers or Distributors; E—Exporters; I—Importers; M—Manufacturers; P—Producers; R—Refiners.

Please specify that you are ordering a **Trade List,** and include complete title including country, with your order.

Lists are $1 each, available from any Department of Commerce Field Office, or Bureau of International Commerce, Commercial Intelligence Division, Department of Commerce, Washington, D.C. 20230. Lists are available only to firms domiciled in the United States.

Air-Conditioning & Refrigeration Equipment—ID&M
Aircraft & Aeronautical Equipment—I&D
American Firms, Subsidiaries & Affiliates
Architects, Builders, Contractors & Engineers
Automotive Vehicles & Equipment—I&D
Boat & Ship Builders, Repairers & Chandlers
Books, Magazines & Periodicals—I&D
Canneries & Frozen Foods—P&E
Chemicals—I&D
Cooperage & Containers—I&D
Curios, Novelties & Handicrafts—M&E
Dairy Products
Dental Supply Houses
Dry Goods & Clothing—I&D
Electronic Equipment for Home Entertainment, Phono Records & Pre-Recorded Tapes—ID&M
Electronic Equipment, Electron Tubes & Other Electronic Components & Accessories—ID&M
Feedstuffs—ID&M
Fertilizers—IDM&E
Fruits and Nuts—ID&E
Furniture—I&D
Glass & Glassware—ID&M; Chinaware & Household Pottery Products—I&D
Hardware—I&D
Hides, Skins & Furs—ID&E
Household Appliances—I&D
Instruments, Medical, Surgical, Hospital, Scientific & Process—ID&M
Iron & Steel, Nonferrous Metals & Building Materials—I&D
Laundry & Dry Cleaning Industry
Leather & Shoe Findings—I&D
Lumber, Plywoods & Veneer—IA&E
Machine Tools, Dies, Other Metalworking
Machinery & Industrial Furnaces—I&D
Machinery, Equipment & Supplies, Electrical—I&D
Machinery & Equipment, Except Electrical—I&D
Machinery & Equipment, Farm—ID&M
Meat Packing, Sausage & Casings
Medicinal & Toilet Preparations—ID&M
Metallurgical & Metal Working Plants
Office Supplies & Equipment, Paper & Stationery—I&D
Oils (Animal, Fish & Vegetable)—IDPR&E
Paints, Varnishes & Pigments—ID&M
Petroleum Products—IDP&R
Photographic Supplies Dealers & Photographers
Plastic Materials—ID&M
Printers, Lithographers, Engravers & Publishers
Provisions—I&D
Pulp & Paper Mills
Seeds & Bulbs—ID&E
Sporting Goods, Toys & Games—I&D
Textile Industry
Tobacco & Tobacco Products—ID&M

Countries for which lists are available:

Commodity Lists

Algeria
Argentina
Australia
Austria
Belgium
Bolivia
Brazil
Ceylon
Chile
Colombia
Costa Rica
Denmark
Ecuador
El Salvador
Finland
France
Germany, Federal Republic of & West Berlin
Greece
Guatemala
Haiti
Honduras
Hong Kong
India
Iran
Iraq
Israel
Italy
Japan
Lebanon
Malaysia
Mexico
Morocco
Netherlands
Neth. Antilles
New Zealand
Nicaragua
Norway
Pakistan
Panama
Peru
Philippines
Portugal
South Africa
Spain
Sweden
Switzerland
Thailand
Trinidad
Tunisia
Turkey
United Arab Rep.
United Kingdom
Uruguay
Venezuela

Instead of separate commodity lists, single lists covering all types of firms are compiled for smaller countries and areas where trade is not specialized, as follows:

Business Firms Lists

Afghanistan
Angola
Azores
Bahrain Islands
Barbados
Burundi
Cameroon
Cape Verde Islands
Central African Republic
Chad
Congo, Republic of (Brazzaville)
Congo, Republic of (Kinshasa)
Corsica
Cyprus
Dahomey
Ethiopia
French Somaliland
Ghana
Gibraltar
Guadelupe, Martinique and French Guiana
Guyana
Iceland
Indonesia
Ireland
Ivory Coast
Jordan
Kenya
Kuwait
Laos
Liberia
Libya
Madeira Islands
Malagasy Republic
Malawi
Mali
Malta
Mauritania
Mauritius
Mozambique
Nepal
Niger
Nigeria
Paraguay
Reunion
Rhodesia, S.
St. Pierre & Miquelon
Saudi Arabia
Senegal
Sierra Leone
Somali Republic
Sudan
Surinam
Tanzania
Togo
Uganda
Upper Volta
Viet-Nam
Yemen Arab Rep.

Lists of Government Controlled Monopolies or State Trading Organizations available for the following countries:

Lists of State Trading Organizations

Bulgaria
Burma
Cambodia
Czechoslovakia
Germany, East
Guinea
Hungary
U.S.S.R.

World Trade Directory Reports

Carry basic commercial and financial information on specific foreign firms and individuals. Data furnished on a given firm usually cover the type of organization, method of operation, lines handled, size of firm, sales territory, names of owners and officers, capital, sales volume, general reputation in trade and financial circles, and names of any U.S. firms represented by the foreign firm and serving as its supplier. They are prepared by the U.S. Foreign Service, and represent a consensus of reliable sources of information. $2 per report. If information on a particular firm is not on file in Washington, it will be requested from the Foreign Service. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct. Available from the Bureau of International Commerce, Commercial Intelligence Division, U.S. Department of Commerce, Washington, D.C. 20230, or from any of the Department's Field Offices.

Export Market Guides

Background data to sales throughout the world, by country and by product. Prepared in advance of trade center shows, trade fairs, and exhibitions to assist U.S. businessmen planning to participate. Provide description of markets, sales opportunities, demand for items on sale, international competition, sales approach and sales and technical requirements. 4 to 8 pages. 10¢ each.

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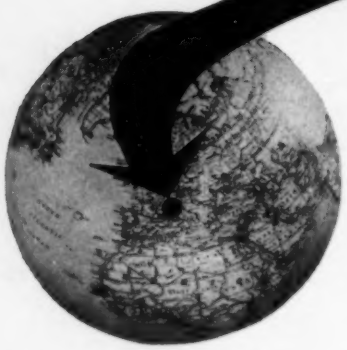

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Institutional equipment.
Packaging equipment & materials.

Germany:

Advanced analytical instruments.
Advanced fluid power equipment.
Air conditioning & refrigeration systems.
Air conditioning, equipment & controls, used in all phases of.
Dairy machines & equipment.
Dental equipment supplies.
Document processing equipment.
Electronic data processing equipment.
Electronics industry.
Environmental test equipment.
Food service & lodging equipment.
Heating, refrigeration & air conditioning.
Home maintenance & improvement equipment & supplies.
Industrial security equipment.
International dairy machine exhibition.
Materials handling equipment.
Medical & hospital equipment.
Nuclear instruments.
Nuclear instruments & components.
Oceanographic equipment.
Plastics equipment & supplies.
Production equipment/electronics industry.
Transducers, data acquisition system.
Transducers, instrumentation show.
Technical & professional photographic products.

Hong Kong:

Light industrial machinery.

Israel:

Automotive service & catering equipment.
Machine tools, packaging, food processing equipment.

Italy:

Advanced electronic components.
Automotive diagnostic & service equipment.
Boating accessories.
Chemical processing equipment.
Dental equipment supplies.
Electronic characteristics measuring equipment.
Food processing equipment.
Heating, ventilating, air conditioning equipment.
Industrial assembly equipment.
Industrial fasteners, assembly tools & production equipment.
Industrial furnaces & ovens.
Industrial process controls & computers.
LP-gas utilization equipment.
Laboratory apparatus, analytical & test instrumentation.
Materials handling equipment.
Metal finishing equipment.
Packing & packaging equipment.
Paper-making equipment.
Plastics materials & processing equipment.
Plastics products manufacturing equipment.
Printing & bindery equipment.
Production equipment for the electronics industry.

Japan:

Advanced electronics equipment.
Advanced medical equipment.
Agricultural chemicals & specialties.
Animal husbandry, equipment, accessories & materials.
Atomic energy, machinery & equipment.
Auto service & maintenance equipment.
Automatic wrapping & packaging machines & equipment.
Baking equipment.
Document processing, reproduction equipment.
Electronics equipment & supplies.
Environmental test equipment.
Equipment for the aviation industry.
Hydraulic & pneumatic machines.
Industrial hand tools.
Institutional hospital equipment & supplies.
Laundry & drycleaning equipment & supplies, commercial.
New building materials.
Paper, film conversion equipment.
Paper industries equipment.
Plant engineering & maintenance.
Self-service & supermarket equipment.
Shipyard & marine equipment.
Specialized electronic systems & instrumentation.
Specialized industrial modernization equipment.
Specialized machine tool accessories.
Sports & leisure goods.
Valves, filters, pumps & compressors.

Libya:

Building, servicing & farm equipment.

Malaysia:

Metalworking machines & equipment.

Mexico:

Food processing equipment.
Industrial equipment for metalworking.
Packaging machinery & equipment.
Scientific & industrial instruments.
U.S. industrial equipment.

Netherlands:

Chemical industry equipment.

Peru:

Mining, construction & industrial equipment.

Southeast Asia:

Audio-visual & teaching aids equipment.

Spain:

Industrial & commercial refrigeration equipment.
Food service & lodging equipment.

Sweden:

Advanced office machines & data processing equipment.
Analytical instrumentation for the life sciences.
Chemical processing equipment.
Dairy, food processing & packaging equipment.
Electronic components, advanced.
Electronics production & testing equipment.
Food & drink, equipment for preparing, serving & storing of.
High fidelity equipment.
Industrial fasteners & adhesives.
Industrial process controls.
Institutional catering equipment.
Maintenance & cleaning equipment for industrial & commercial plants, offices & machinery.
Metal surface treating equipment.
Mining & mineral processing equipment.
Plant & equipment maintenance machines & supplies.
Printing & bookbinding equipment.
Welding & cutting equipment.

Thailand:

Agricultural machinery & equipment.
Business machines, office equipment.
Child care, medical equipment & supplies.
Commercial & home refrigeration equipment.
Commercial & household air conditioning equipment.
Equipment & supplies for buildings.
Garage, service station equipment.
Materials & cargo-handling equipment.
Mining equipment.

United Kingdom:

Analytical & measuring instruments & laboratory apparatus.
Animal husbandry equipment.
Auto diagnostic/service, accessories.
Chromatography & electrophoresis equipment.
Electrical control equipment.
Electronic components, miniature & microminiature.
Electronic production equipment.
Environmental test equipment.
Hotel & catering equipment.
Industrial & scientific photography equipment.
Industrial gas equipment.
Instruments, electronics, automation equipment.
Machine tools, numerical controls, testing equipment.
Mechanical power transmission equipment.
Medical & hospital equipment.
Miniature & microminiature electronic components.
Nuclear instrument systems/components.
Oceanographic instruments & products.
Oceanographic instruments & equipment.
Physics research equipment.
Protective signaling equipment.
Scientific instruments & laboratory apparatus.
Welding equipment & supplies.

Venezuela:

Automotive service repair & maintenance equipment.
Metalworking tools.

Yugoslavia:

Food service & lodging equipment.

Foreign Market Surveys

Foreign Market Surveys, a series of studies prepared by overseas market research firms for use in the export expansion programs of the Commerce Department's Office of International Trade Promotion, have been added to the growing list of publications now available to U.S. exporters through the U.S. Department of Commerce, or any Department of Commerce Field Office. The studies are detailed reports on the market for specific commodities in individual countries.

Give complete title and PB number for each Survey. $3 each or 65¢ for microfiche.

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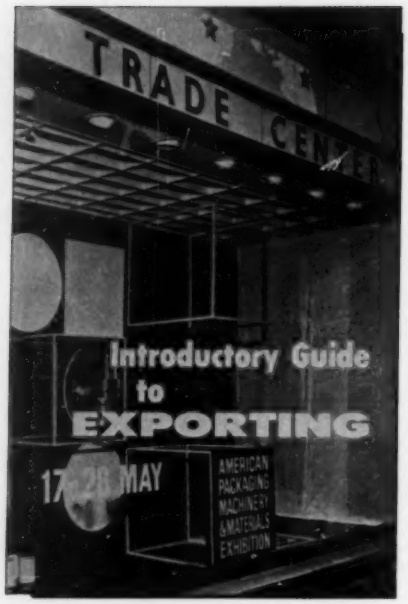

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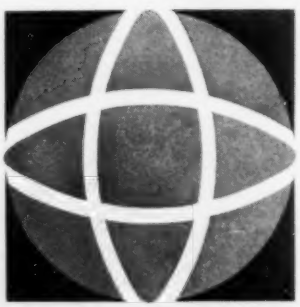

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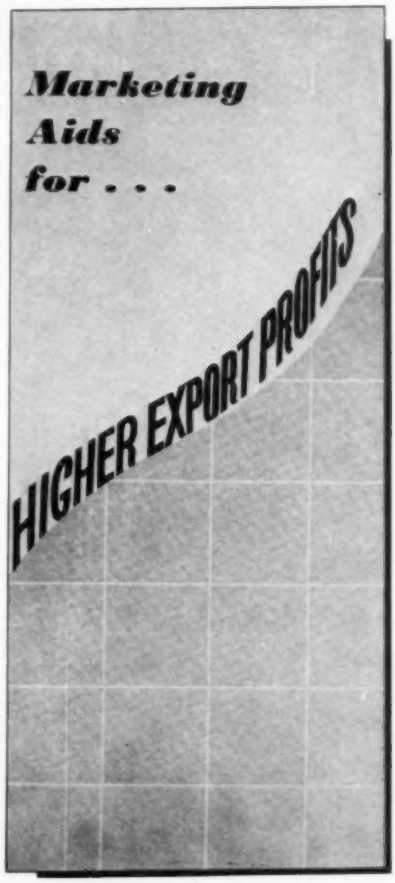

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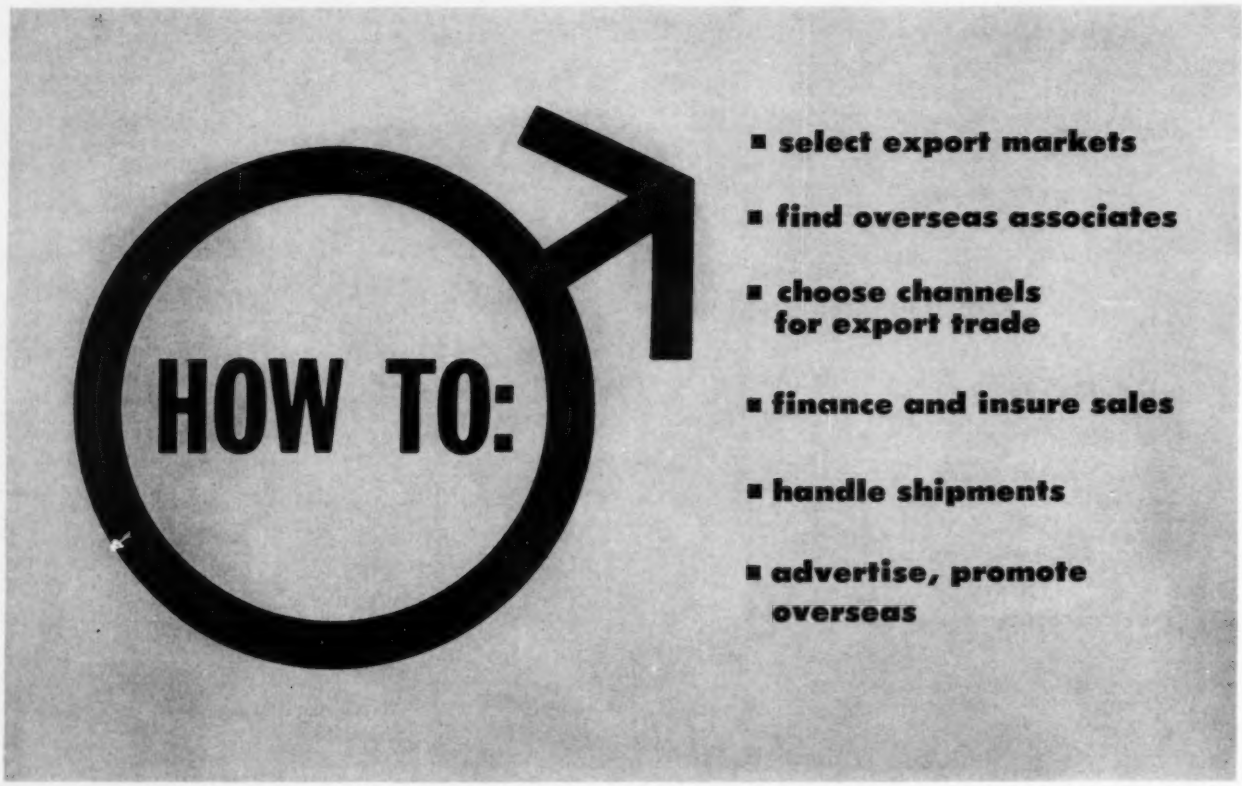
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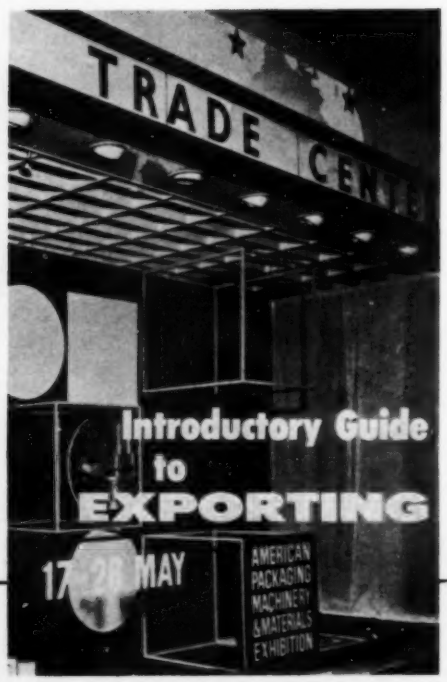

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Africa

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Pharmaceutical Regulations in French-Speaking Africa. OBR 65-43. 27 pp. June 1965. 25¢.

Useful Market Surveys and Industry Reports Issued by the United Nations Economic Commission for Africa (ECA). OBR 67-81. 20 pp. December 1967.

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Foreign Trade Regulations. OBR 64-122. 8 pp. November 1964.

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World Newsprint Supply-Demand. A series. Prepared by BDSA for House Committee on Interstate and Foreign Commerce, Washington, D.C., and issued as House reports. Free. Available from House Committee.

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Selected United States and Foreign Language Marketing Terms and Definitions. A series of translations of selected United States marketing terms and definitions into four foreign languages. 40-43 pp. 1960. 20¢ each.

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Belgium

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Market Factors. OBR 68-19. 15 pp. March 1968.

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Benelux

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Berlin

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Bermuda

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Brazilian Income Tax Legislation. OBR 67-26. 8 pp. May 1967.

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Product Approval and Certification in Canada—A Guide to U.S. Manufacturers. OBR 68-14. 8 pp. April 1968.

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World Survey of Civil Aviation: Mexico, Central America and the Caribbean Area. 1962. 35 pp. 20¢.

Trade and Invest in. 88 pp. 60¢. July 1965.

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Chile, A Market for U.S. Products. 126 pp. 1966. $1.

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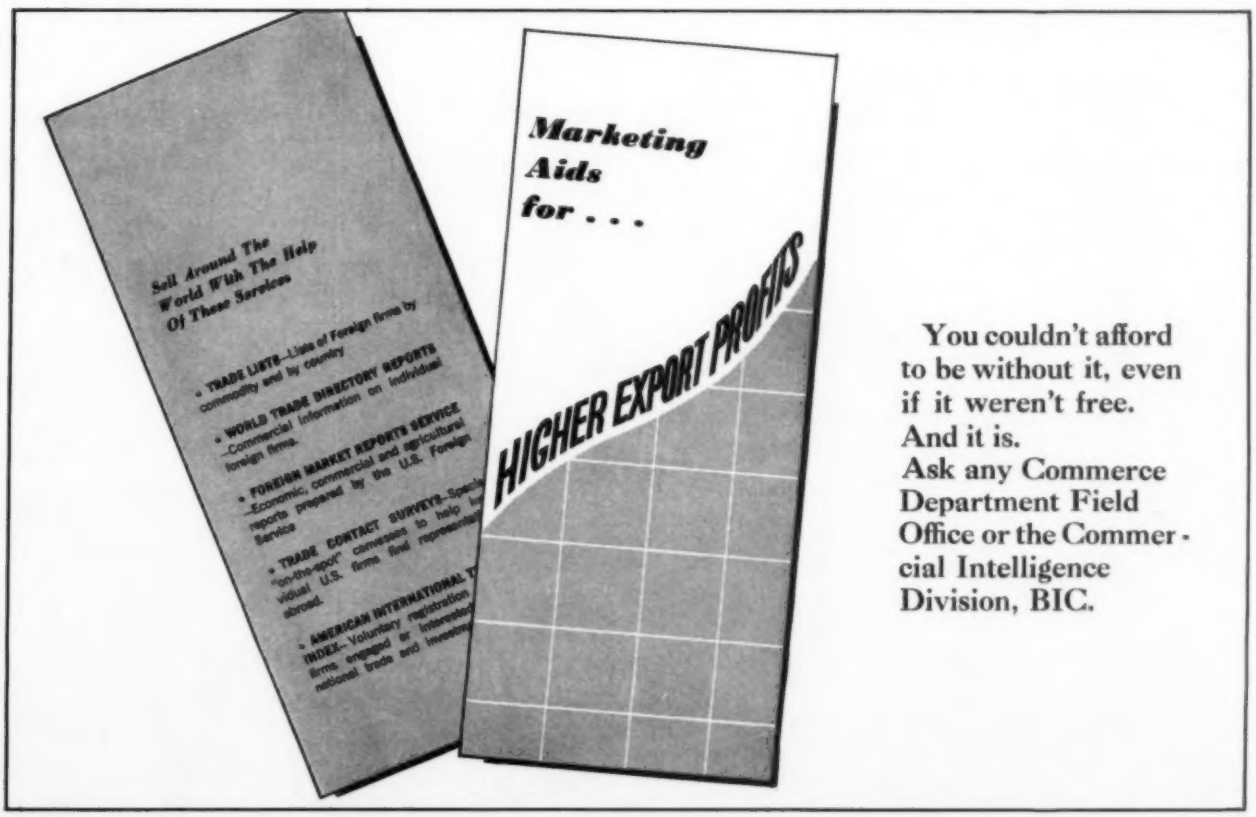
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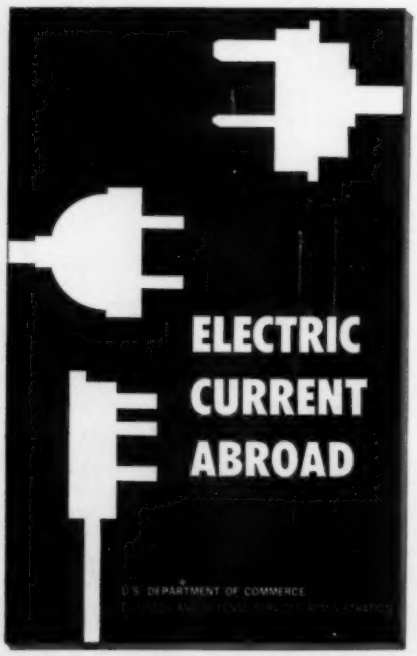

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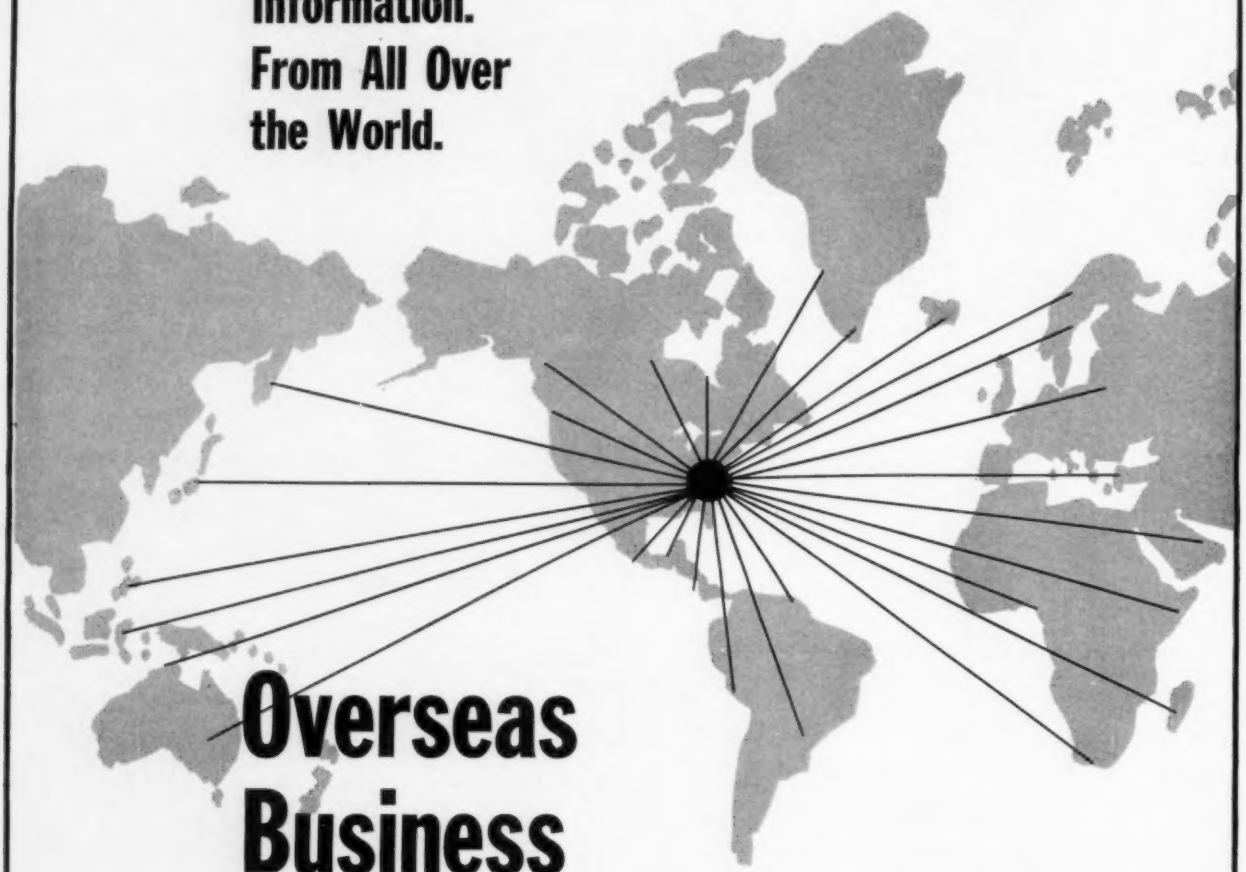

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See also Africa, Trade Lists and International Customs Journals sections.

United Kingdom

Basic Data on the Economy. OBR 66-50. 16 pp. July 1966.

The Business Machines Industry. 1963-66. OBR 68-28. 9 pp. April 1968.

Establishing a Business. OBR 67-63. 12 pp. October 1967.

The Market for Residential Central Heating Equipment. OBR 66-18. (BDSA). 4 pp. April 1966.

The Market for Selected Photographic Products in the U.K. and France. 1964. 27 pp. 15¢.

Market Information on Electronic Products (BDSA). OBR 64-95. 4 pp. August 1964.

Selling. OBR 65-26. 12 pp. December 1965.

World Survey of Civil Aviation: United Kingdom. 1965. 16 pp. 15¢.

See also Export Market Guides, Foreign Market Surveys, Trade Lists and Computerized Trade Lists sections.

Upper Volta

Basic Data on the Economy. OBR 65-7. 6 pp. January 1965.

Investment Law. OBR 63-106. 4 pp. July 1963.

See also Trade Lists section.

Uruguay

Foreign Trade Regulations. OBR 66-14. 8 pp. April 1966.

See also Trade Lists section.

Venezuela

Basic Data on the Economy. OBR 67-2. 30 pp. January 1967.

Foreign Trade Regulations of Venezuela. OBR 68-15. 12 pp. March 1968.

Principal Manufacturing Industries. OBR 65-45. 31 pp. August 1965.

See also Trade Lists, Export Market Guides, International Customs Journals sections.

Viet-Nam

Basic Data on the Economy. OBR 67-10. 23 pp. March 1967.

Foreign Trade Regulations. OBR 64-49. 8 pp. May 1964.

See also Asia and Trade Lists section.

Virgin Islands

See International Customs Journals section.

Western Europe

Gas Characteristics, Gas Distribution and the Market for Gas Equipment. OBR 67-49. 17 pp. August 1967.

Market for Men's and Boys' Clothing in Western Europe. 1964. 63 pp. 30¢.

Market Profiles. OBR 67-39. 22 pp. July 1967.

See also Market Share Reports section.

Yugoslavia

Basic Data on the Economy. OBR 67-80. 16 pp. December 1967.

Foreign Trade Regulations. OBR 65-49. 8 pp. July 1965.

Market Factors. OBR 64-140. 8 pp. December 1964.

Selling. OBR 66-11. 5 pp. April 1966.

See also Europe, Trade Lists and Trade Missions Reports sections.

Zambia

Basic Data on the Economy. OBR 65-57. 9 pp. July 1965.

Establishing a Business. OBR 67-99. 16 pp. December 1967.

Foreign Trade Regulations. OBR 67-20. May 1967.

See also International Customs Journals, Trade Mission Reports, and Trade Lists sections.

United States

See International Customs Journal section.

International Investment

International Investments of the United States in 1966. OBR 67-72. 28 pp. November 1967.

Trade by Countries

U.S. Trade with Asia. 1963-64. OBR 65-59. 28 pp. August 1965.

Trade of the United States with Communist Areas in Eastern Europe and Asia, 1964-66, OBR 67-58. 16 pp. September 1967.

Trade of the U.S. with Communist Areas in Eastern Europe and Asia, 1963-65. OBR 66-56. 16 pp. August 1966.

U.S. Trade With the 19 Latin American Republics, 1959-1963. OBR 64-121. 16 pp. November 1964.

Trade of the United States with Sino-Soviet Bloc. 1962-64. OBR 65-44. 16 pp. July 1965.

Trade by Areas

U.S. Trade with Major World Areas, January-June 1967. OBR 67-61, 24 pp. Nov. 1967.

U.S. Trade with Major World Areas, 1964-65. OBR 66-57. 15 pp. September 1966.

U.S. Trade with Major World Areas. Semiannual 1965 and January-June 1966. OBR 66-66. 18 pp. October 1966.

U.S. Trade With Major World Areas, January-June 1963. OBR 63-139. 8 pp. December 1963.

U.S. Trade With Major World Areas, January-December 1963. OBR 64-48. 15 pp. May 1964.

U.S. Trade With Major World Areas, January-June 1964. OBR 64-119. 16 pp. October 1964.

U.S. Trade With Major World Areas, January-September 1964. OBR 64-130. 16 pp. December 1964.

U.S. Trade with Major World Areas, 1965, and 1966. OBR 67-21. 22 pp. May 1967.

U.S. Trade With Major World Areas, January-December 1964. OBR 65-35. 20 pp. June 1965.

Foreign Trade Reports

Contribution of Imports to U.S. Food Supplies, 1961, and Comparisons with 1957-60. OBR 63-51. 4 pp. February 1963.

Contribution of Imports to U.S. Raw Material Supplies, 1961. OBR 63-8. 8 pp. January 1963.

Exports in Relation to U.S. Production, 1962. OBR 63-118. 4 pp. August 1963.

U.S. Imports of Free Dutiable Goods and Average Rates of Duty 1964-66. OBR 67-62. 16 pp. October 1967.

U.S. Imports of Free Dutiable Goods and Average Rates of Duty, 1962-64. OBR 66-5. 16 pp. February 1966.

U.S. Share of World Markets for Manufactured Products. 32 pp. 25¢.

Trade Summaries

Leading Commodities in U.S. Foreign Trade in 1963. OBR 64-69. 12 pp. July 1964.

U.S. Foreign Trade. January-March 1963. OBR 63-111. 20 pp. July 1963. (Initial OBR report on data in revised SITC commodity series—annual 1956-62; quarterly 1961-March 1963; monthly 1962-March 1963. Country data monthly 1962-March 1963).

U.S. Foreign Trade, January-May 1963. OBR 63-114. 12 pp. August 1963.

U.S. Foreign Trade, January-June 1963. OBR 63-121. 12 pp. September 1963.

U.S. Foreign Trade, January-August 1963. OBR 63-136. 12 pp. December 1963.

U.S. Foreign Trade, January-September 1963. OBR 64-2. 12 pp. February 1964.

U.S. Foreign Trade, January-November 1963. OBR 64-22. 12 pp. February 1964.

U.S. Foreign Trade, January-December 1963. OBR 64-43. 28 pp. May 1964.

U.S. Foreign Trade, January-March 1964. OBR 64-72. 24 pp. July 1964.

U.S. Foreign Trade, January-May 1964. OBR 64-91. 32 pp. September 1964.

U.S. Foreign Trade, January-June 1964. OBR 64-102. 24 pp. October 1964.

U.S. Foreign Trade, January-August 1964. OBR 64-123. 23 pp. November 1964.

U.S. Foreign Trade, January-September 1964. OBR 64-129. 24 pp. December 1964.

U.S. Foreign Trade, 1957-64. OBR 65-60. 23 pp. August 1965.

U.S. Foreign Trade, January-September, 1965. OBR 65-85. 23 pp. December 1965.

U.S. Foreign Trade, January-June 1965. OBR 65-77. 22 pp. December 1965.

U.S. Foreign Trade, 1965 and 1966 (Preliminary). OBR 67-13. 19 pp. March 1967.

U.S. Foreign Trade, 1960-66 (Annual), OBR 67-43. 26 pp. August 1967.

U.S. Foreign Trade, 1961-67. Annual. OBR 68-31. 24 pp. May 1968.

Investment Opportunities

Peruvian rancher seeks joint venture

A Peruvian rancher with an excellent business reputation and long experience in farming and cattle breeding seeks a joint venture partner for the livestock development of two ranches known as "Misquiyacu" and "Mineral."

The partner is requested to furnish approximately $620,000 as well as supervisory and managerial expertise in return for 50% ownership in a newly formed company.

The location of the ranches is suitable for raising cattle and the Peruvian government is strongly encouraging the development of such operations which would help satisfy the domestic demand for meat and reduce the necessity of imports. The government also provides tax and land concessions as well as facilities for breeding stock. Loan funds are available at relatively low interest rates.

Write: Mr. Emilio Guiyome, A. Miro Quesada 376, Lima, Peru.* WTD.

Expansion of product line sought by Swiss company

A newly-established, well-staffed Swiss firm specializing in the development and assembly of electronic equipment and devices seeks license to manufacture electronic equipment and accessories.

The firm, established in January by two engineers with business and technical capabilities, is also interested in the exchange of know-how and cross-licensing arrangements for their home stereo equipment and other electronic equipment.

Write: Cherix, Hutterli and Cie, Wasenstrasse 4, CH-2502, Biel/Bienne, Switzerland. WTD.

License to make chemicals sought by Australian firm

A manufacturer of polyester and alkyd resins seeks to produce agricultural and specialty chemicals under license.

For additional information **write:** Mr. Frank E. Rule, New South Wales Center, 680 Fifth Ave., New York, N.Y. 10019, Project D-834.

U.S. licenses wanted by two German firms for fittings, electronic instruments

An important West German manufacturer of electric measuring instruments seeks a license from a U.S. firm to produce electric and electronic controls and measuring instruments, and other related products.

Write: P-314, Office of International Investment, BIC-878, Department of Commerce. WTD.

One of the leading enterprises in Germany seeks licenses from U.S. firms to manufacture faucet-light units, supply fixtures with fittings, dial thermometers, volume shutoff valves, union-end combinations, electric controlled valves and sanitary equipment for public buildings.

Write: Butzke-Werke Aktiengesellschaft, 12-14 Ritterstrasse, 1 Berlin, 61, Germany. WTD.

French construction firm seeks U.S. licensing rights

A French corporation which specializes in metal construction, notably bridges, public works, and building steel frames, is looking for American licensing rights for the manufacture of a frame crane portal for container unloading.

The firm, which has constructed over 130 bridges since 1930, owns and operates a modern plant of 15,000 square meters and employs some 400 people.

Write: Societe Baudin-Chatteauneuf, 45 Chateauneuf-sur-Loire, France. WTD.

Dominican Republic seeks leasees to operate hotels

The Dominican Republic is offering to negotiate leases on all hotels owned and currently operated by the government. These include the Hispaniola in Santa Domingo; Nueva Suiza in Constanza; the Naranjo in Higuey; the Guarocuya in Barahona; the Maguana in San Juan de la Maguna; and the San Cristobal in San Cristobal.

Firms interested in obtaining additional information should **write:** Direccion General de Turismo, Calle Pasteur Esq. Santiago, Santo Domingo, Dominican Republic.

Vegetable oil venture sought by Argentine

A principal Argentine producer of hydrogenous oil and margarine is seeking a joint venture with a U.S. firm for the purpose of adding to the firm's existing facilities to approximately double its current production rate of 800 tons monthly. Local consumption, reportedly exceeds production over twenty times.

Company officials suggest that their proposal would require from the prospective investor a cash outlay of approximately $400,000, to be applied as follows: ownership of from 20 to 40 percent of the company's present capital stock; purchase and installation of the necessary equipment for production; promotion and advertising, and technical assistance.

Write: Heliantus S.A.C.I. and F., Attn: Sr. Alejandro Garay, Suipacha 842, Buenos Aires, Argentina.* WTD.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

World Trade Opportunities

U.S. equipment worth $27 million used in UNDP projects

More than $27 million of United States equipment has been purchased under the Special Fund of the United Nations Development Program (UNDP).

In 1967 alone such purchases reached $6 million. Individual purchases of over $10,000 were made from 50 U.S. companies in 1967 including such equipment as valves, drilling equipment, printing presses, tractors, electronic equipment, laboratory instruments and food processing equipment. This specialized equipment is being used in the wide variety of pre-investment studies and projects being undertaken in developing countries through this U.N. program.

Not only are these opportunities worthwhile in themselves but are of long range interest to U.S. industry as indicative of the types of industries being considered for the developing areas of the world. U.S. equipment can make a significant technological contribution towards the eventual manufacturing process to be employed.

Announcements of the approved UNDP projects are published semi-annually in International Commerce and Commerce Business Daily as well as being available from any Commerce Field Office. The next announcement is expected in July.

A brochure, "Private Enterprise and the United Nations Development Program—How to Bid on Special Fund Projects," is available from the Superintendent of Documents, Government Printing Office or any Commerce Field Office. Price 15¢.

Summaries of the individual projects in the announcement as well as further information concerning the UNDP program may be obtained from John L. Malone, International Liaison & Trade Opportunities Staff, U.S. Department of Commerce, BDSA-618, Room 4059, Washington, D.C. 20230. Telephone: 202-967-4641.

Argentina seeks bidders for drainage system

The Municipal Housing Committee of the City of Buenos Aires is requesting international bids for the paving and construction of the drainage system of Roca Avenue.

The official budget for this project, which is to be financed by the Inter-American Development Bank, is 692,339,800 Argentine pesos (approx. $1,978,113).

Bid deadline is July 25.

Copies of conditions and technical specifications are available for 15,000 Argentine pesos (about $4.28)) from Direccion Nacional de Vialidad, Avda. Maipu 3, Buenos Aires, Argentina.

Correspondence is preferred in Spanish.

Viet-Nam needs equipment to make dry cell batteries

The Industrial Development Center, 40-42 Nguyen Hue, P.O. Box 336, Saigon, has issued a tender for the design, manufacture, testing, planning, instruction for erection, testing operation, technical assistance, and supply of materials after commencement of the production operation for a dry cell battery manufacturing plant. The plant is to be capable of producing 15 million batteries of various voltages, annually. The bid deadline is July 30.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-588, Department of Commerce, Washington, D.C., 20230. Telephone: 202-967-5585.

Export business vs. domestic business

"I do not believe the export business should be approached on the basis of skimming the gravy off the top. Nor do I believe it should be looked upon as plus business that can absorb overheads. If you begin applying all types of rationale to the benefits of getting export business, you will never get into the business on a sound, permanent basis. It must be looked at in the same terms as domestic business. A dollar's worth of export business should have the same value as a dollar's worth of domestic business."

—George Strike, President, American Laundry Machinery Industries

Brazil seeks construction bids

The Metropolitan Company (Cia. Metropolitano) of Sao Paulo invites construction firms to submit their qualifications for selection for future construction bids on city projects.

Foreign firms should organize a consortium with local firms, backed by a minimum capitalization of NCR $20 million (approx. $6 million). Proven experience on similar jobs is also required.

Application deadline is July 15.

Canada awards listed

A list of firms awarded contracts by various Canadian Government agencies (Transport, Public Works, Defense) during April is available on loan to U.S. firms from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

Lebanon requests bids to build instruction center

The Government of Lebanon has issued tenders for the construction of a preparatory instruction center for the Science Faculty of the Lebanese University. The center will house laboratories, classes, auditorium, restaurant, and staff.

To participate in the project, an association with a Lebanese contracting firm is required. Bidders must also submit a financing proposal. Bid deadline is July 15. Correspondence is preferred in French, although English is acceptable.

One copy of an instruction booklet for bidders is available for office review in the Building Materials and Construction Industries Division, Room 4014, U.S. Department of Commerce, Washington, D.C.

Documents on the project may be purchased for LL700 (approx. $233) from the Executive Council for Mauor Projects, Kouchakjian Building, Bir Hassan, Beirut, Lebanon.

Australia issues tender for radio relay equipment

The Secretary for Railways for New South Wales, has issued Tender No. 229, for supply, installation, testing and commissioning of radio relay equipment.

Bid deadline is 2 p.m. Aug. 28.

Bid should offer equipment for solid state radio relay equipment to provide 24 trunk telephone channels between Sydney terminal railway station and Orange (N.S.W.) railway station. Four intermediate repeater stations are included. Total route distance is approximately 150 miles.

Copies of tender announcement and specifications are available for $4.04 per copy from The Secretary for Railways, 19 York St., Sydney, N.S.W. 2000.

A copy of the specifications is available for review only in the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4038.

Australia calls for bids on multi-level car park

The Australian Department of Civil Aviation has issued tenders for the right to erect and operate a multi-level car park as a business concession at Sydney's airport.

Bid deadline is Aug. 6.

Copies of the tender documents (which contain considerable background information on the project) are available from the Building Materials and Construction Industries Division, BDSA-564, Rm. 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

World Trade Opportunities continued to page 48

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodtiy classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputaton, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

019 Miscellaneous agriculture

VENEZUELA—Dogs, puppies (pure breed). Distribution for entire Venezuela. Requests replies in Spanish. Joaquin B. Gasca, "Animalia-Canilandia-Floralia" (importer, distributor), Centro Comercial del Este, local 15, Avenida Casanova, Caracas. or: Apartado 92, Caracas. WTD 4/68.

200 Food

SOUTH AFRICA—Food and kindred products for supermarkets, in mini-pack form, canned goods in regular packs, except canned fruits, jams, cooking oils, peanut butter, coffee, tea, confectionery; cheese: all types, excluding cheddar edam sweetmilk, gouda. Requests prices in dollars, c.i.f., commission South African main ports. Mill Agents South Africa (Pty.) Ltd. (manufacturers' agent), P.O. Box 3161, Cape Town. WTD 1/68.

203 Canning, preserving foods

GERMANY—Dried beans, peas, lentils. Requests price quotations c.i.f. Rotterdam. Mueller's-Muehle, Mueller & Co. KG. (manufacturer, wholesaler, importer, exporter), 465 Gelsenkirchen, Am Stadthafen 42-45. WTD 5/68.

SOUTH AFRICA—Quick frozen foods, canned specialities, health foods, sauces, seasonings, salad dressings, for sale to supermarkets, department stores, other retail outlets. Intertrado (Pty.) Ltd. (importing distributor), P.O. Box 480, Cape Town, Cape Province. WTD 2/68.

204 Grain mill products

GERMANY—Rice; raw, processed. Requests price quotations c.i.f. Rotterdam. Mueller's-Muehle, Mueller & Co. KG. (manufacturer, wholesaler, importer, exporter), 465 Gelsenkirchen, Am Stadthafen 42-45. WTD 5/68.

PORTUGAL—Corn gluten for cattle rations. Estabelecimentos Isidoro M. de Oliveira, S.A.R.L. (importer, meat processor, packer), Rua Santa Barbara 46-3°, Lisbon 1. WTD in preparation.

205 Bakery products

SOUTH AFRICA—Biscuits, crackers, other dry bakery products, for sale to supermarkets, department stores, other retail outlets. Intertrado (Pty.) Ltd. (importing distributor), P.O. Box 480, Cape Town, Cape Province. WTD 2/68.

207 Confectionery

AFGHANISTAN—Chewing gum. Afghan International Trading Agency (importer, exporter, indent agent), P.O. Box 95, Kabul. WTD 5/68.

SOUTH AFRICA—Confectionery, related products for sale to supermarkets, department stores, other retail outlets. Intertrado (Pty.) Ltd. (importing distributor), P.O. Box 480, Cape Town, Cape Province. WTD 2/68.

209 Food preparations

PORTUGAL—Soybean cakes, meal. Estabelecimentos Isidoro M. de Oliveira S.A.R.L. (importer, meat processor, packer), Rua Santa Barbara 46-3°, Lisbon 1. WTD in preparation.

227 Floor covering mills, products

FRANCE—Rubber backed cotton and cotton rayon rugs for bathrooms. S.A. Paris-France (retailer), 137 Blvd. Voltaire, Paris 11. WTD in preparation.

231 Men's, youths', boys' suits, coats, overcoats

AUSTRALIA—Surplus U.S. military clothing. The Newman Co. of America Pty. Ltd. (retailers, sales agents, distributors, importers), 2B Grose St., Glebe, NSW 2037. WTD 4/68.

239 Fabricated textile products

AUSTRALIA—Surplus U.S. military tents. The Newman Co. of America Pty. Ltd. (retailer, sales agent, distributor, importer), 2B Grose St., Glebe, NSW 2037. WTD 4/68.

243 Millwork, veneer, plywood, prefabricated structural wood products

NETHERLANDS—Separation walls. New design and/or common type. Direct purchase and exclusive agency. Van Wijngaarden & Co's Handelmij. N.V. (importer, distributor), 60 Pelgrimsstraat, Rotterdam-7. WTD 1/68.

281 Industrial chemicals

NETHERLANDS—Chemicals for industrial water purification, air pollution. Direct purchase and agency. L. F. Antonides (sales agent), 52 Valeriusstraat, Amsterdam. WTD 11/67.

SWITZERLAND—Industrial chemical cleaning compounds. Direct purchase and agency. Wewerka AG (manufacturer, distributor, importer), Kreuzstrasse 36, 8032 Zurich. WTD 5/68.

282 Synthetic materials

AFGHANISTAN—Viscose rayon yarn. Manak Chand Fakir Chand (importer, exporter, indent agent), P.O. Box No. 276, Kabul. WTD 5/68.

Rayon yarn, viscose No. 120 dull and bright on cones or hanks; No. 60-2, bright on cones; No. 100, bright on cones and No. 150 bright on hanks. Afghan Int. Trading Agency (importer, exporter, indent agent), P.O. Box 95, Kabul. WTD 5/68.

SOUTH AFRICA—Polyester chip for spinning into yarn, 500 ton shipments. W. K. Croxton (Cape) (Pty.) Ltd. (manufacturers' agent), P.O. Box 3843, Cape Town, Cape Province. WTD 7/66.

283 Drugs

GERMANY—Remedies, medicines for human use to be sold without prescription, for sale in pharmacies, drugstores. Requests price quotations c.i.f. European ports. Direct purchase and agency. M.C.M. Klosterfrau Vertriebsgesellschaft mbH. (wholesaler, importer, exporter), 1-11 Gereonsmuehlengasse, 5 Koeln a. Rh., Attn: Auslandsabteilung. WTD 12/67.

284 Perfumes, cosmetics, soap, detergents, cleaning preparations

GERMANY—Toilet requisites (cosmetics), other hygienic articles for sale in pharmacies, drugstores. Requests price quotations c.i.f. European ports. Direct purchase and agency. M.C.M. Klosterfrau Vertriebsgesellschaft mbH. (wholesaler, importer, exporter), 1-11 Gereonsmuehlengasse, 5 Koeln a. Rh., Attn: Auslandsabteilung. WTD 12/67.

289 Chemical products

MALAYSIA—Printing ink. Direct purchase and agency. Lam Seng Trading Co. (importer, exporter, wholesaler, manufacturer), 95 Pasar Rd., Pudu, Kuala Lumpur. WTD 5/68.

291 Petroleum refining

AFGHANISTAN—Top grade lubricating oils for motor vehicles. Afghan International Trading Agency (importer, exporter, indent agent), P.O. Box 95, Kabul. WTD 5/68.

295 Paving, roofing materials

NETHERLANDS—Asphalt shingles. New design and/or common type. Direct purchase and exclusive agency. Van Wijngaarden & Co.'s Handelmij. N.V. (importer, distributor), Pelgrimsstraat 60, Rotterdam-7. WTD 1/68.

306 Fabricated rubber products

AUSTRALIA—Rubber bath and sink mats, draining boards. Leaflets, prices requested. The Newman Co. of America Pty. Ltd. (retailer, sales agent, distributor, importer), 2B Grose St., Glebe, NSW 2037. WTD 4/68.

314 Footwear, except rubber

SWEDEN—Men's, women's shoes. Direct purchase and agency. Bera Sko, Bo Ericson Agenturer (agent), Roskildevagen 5a, S-211 47 Malmo V. WTD 5/68.

328 Cut stone products

NETHERLANDS—Natural stone roofing slates. New design and/or common type. Van Wijngaarden & Co.'s Handelmij. N.V. (importer, distributor), Pelgrimsstraat 60, Rotterdam-7 WTD. 1/68.

329 Abrasive, asbestos, nonmetallic mineral products

NETHERLANDS—Acoustical tiles. New design and/or common type. Direct purchase and agency. Van Wijngaarden & Co.'s Handelmij N.V. (importer, distributor), 60 Pelgrimsstraat, Rotterdam-7. WTD 1/68.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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332 Iron, steel foundries

AFGHANISTAN—Cast iron pipes, fittings. Haji Mohib Ali Sultan Ali (importer, wholesaler, retailer), 1 Jade Maiwand, Kabul. WTD 5/68.

335 Rolling, drawing, extruding of nonferrous metals

● **ARGENTINA**—(350 Argentine pesos=$1.) Bids have been invited for the supply and installation of the following transmission lines:

A 132 kv transmission line between Cruz de Piedra and the Las Heras transformer stations in the Province of Mendoza. Bid deadline Aug. 6, 12:00 p.m.

A 132 kv transmission line between the Cruz de Piedra and Central Termica transformer stations in the Province of Mendoza. Bid deadline Aug. 6, 2:00 p.m.

Copies of tender Nos. 72/68 and 73/68 are available for 10,000 Argentine pesos each from Agua y Energic Electrica, Lavalle 1554, Buenos Aires, Argentina.

● **MALAYSIA**—(M$3.03 = $1.) Tenders are invited for the supply of approximately 5450 yds. of PCUT lead sheathed paper insulated telephone cables per Malaysian Telecoms Spec. CL521. Bid deadline July 1.

Tender forms and copies of specifications are available for M$5/per copy from Director of Telecommunications, Telecoms HQ, Were Road, Kuching, the Controller of Telecommunications, Sibu and Kuching, and the Asst. Controller of Telecommunications, Miri.

● Tenders are invited for the supply of approximately 46,200 yds. of polyethylene sheathed, polyethylene insulated telephone cables to BPO Spec. CW 128. Bids are to be submitted on tender forms by July 1, to the Chairman, Federal Central Tenders Board, Rm. 702, Secretariat, Kuching, Sarawak, East Malaysia.

342 Cutlery, hand tools, general hardware

NETHERLANDS—Painters' tools, including glass cutters (6 wheels), vacuum lifters for large windowpanes. Handelmaatschappij Henk Endstra N.V. (importing distributor), 265 Baarsjesweg, Amsterdam. WTD 11/67.

343 Heating apparatus, plumbing fixtures

AFGHANISTAN—Enameled iron, cast iron bathtubs, enameled iron bathroom sinks. Haji Mohib Ali Sultan Ali (importer, wholesaler, retailer), 1 Jade Maiwand, Kabul. WTD 5/68.

344 Fabricated structural metal products

NETHERLANDS—Metal suspension systems. New design and/or common type. Direct purchase and agency. Van Wijngaarden & Co.'s Handelmij N.V. (importer, distributor), 60 Pelgrimsstraat, Rotterdam-7. WTD 1/68.

349 Fabricated metal products

AFGHANISTAN—Galvanized pipes ½ to 6" in diameter with fittings. Haji Mohib Ali Sultan Ali (importer, wholesaler, retailer), 1 Jade Maiwand, Kabul. WTD 5/68.

SWEDEN—Solenoid valves. Maskinfirma G. Lindmark AB (wholesaler), Roslins vag 18, S-217 55 Malmo V. WTD 5/68.

351 Engines, turbines

GERMANY—Motor parts for gasoline, Diesel motors, incl. pistons; crankshafts; connecting rods; packings and gaskets for cylinder heads; valves. Requests price quotations f.o.b. American ports or c.i.f. Hamburg or Bremen. Direct purchase and agency. Motoren-Hahn KG (manufacturer, wholesaler, sales agent, importer, exporter), 404 Neuss/Rh., Postfach 431. WTD 5/68.

353 Construction, mining, materials handling machinery, equipment

AUSTRALIA—Screening plants for use in mining operations; rotary van compressors, flameproof, diesel driven; exploratory drilling rigs for use in mines; coal breakers, cutters, pulverizers; borer, ripper or longwall continuous miners, coal cutting machines; stone dusting machines for use in mining operations. Direct purchase and agency. Marine and Industrial Powers Co. Pty. Ltd. (sales agent, importer), 149-155 Milton St., Ashfield, NSW 2131. WTD 4/68.

354 Metalworking machinery

AFGHANISTAN—Boring machines (machine tools); lathes—metal cutting; drilling machines. Haji Mohib Ali Sultan Ali (importer, wholesaler, retailer), 1 Jade Maiwand, Kabul. WTD 5/68.

SWEDEN—Pneumatic air tools for automotive, industrial use. Direct purchase and agency. Scanductor AB (agent, distributor,

importer), 94 Skeppargatan, S-115 30, Stockholm. WTD 5/68.

355 Special industry machinery

PHILIPPINES—Machinery and equipment for palm oil production. Sarmiento Enterprises, Inc. (importer, wholesaler, retailer, indentor, exporter, manufacturer), 2nd Floor, Sarmiento Bldg., Ayala Ave., Makati, Rizal. WTD in preparation.

SWEDEN—Labeling machinery, pressure sensitive, thermoplastic; systems for weighing, pricing using pressure sensitive labels. Direct purchase and agency. Pacman AB (manufacturer), Box 5104, S-200 71 Malmo. WTD 6/68.

356 General industrial machinery

AFGHANISTAN—Water pumps, 12-18 hp., capable of drawing water from wells of 100 meters deep through 4" to 8" diameter pipes. Sher Mohammed Shuazadeh (importer, wholesaler), Rm. No. 43, Pashtoon Market, Kabul. WTD 5/68.

Electric-powered water pumps to draw water from wells 20-50 meters deep through pipes 2-6 inches in diameter. Amin Joint Stock Co. (importer, wholesaler), Pashtoon Market, Kabul. WTD 5/68.

AUSTRALIA—Fire fighting equipment which is particularly applicable for use in mines. Leaflets, prices requested. Direct purchase and agency. Marine and Industrial Power Co. Pty. Ltd. (sales agent, importer), 149-155 Milton St., Ashfield, NSW 2131. WTD 4/68.

NETHERLANDS—Small compressors, 220V-50 cycles; paint spray guns, caulking guns. Handelmaatschappij Henk Endstra N.V. (importing distributor), 265 Baarsjesweg, Amsterdam. WTD 11/67.

SWEDEN—Compressed air dryers for instruments. Maskinfirma G. Lindmark AB (wholesalers), Roslins vag 18, S-217 55 Malmo V. WTD 5/68.

SWITZERLAND—Air compressors. Direct purchase and agency. Wewerka AG (importer, agent, distributor), Kreuzstrasse 36, 8032 Zurich. WTD 5/68.

357 Office, computing, accounting machines

GERMANY—Used accounting machinery; used punch-card machines for automatic data processing. Requests price quotations c.i.f. Rotterdam, Bremen or Hamburg. Direct purchase and agency. Requests replies in German. Heinrich Braun-Bueromaschinen GmbH (retailer, wholesaler), 4049 Rommerskirchen-Eckum, Venloerstrasse 55. WTD 5/68.

● **YUGOSLAVIA**—Supply of electronic computer with core memory and external units, and auxiliary equipment. Tender No. SL. list #21, bid deadline Aug. 27. Correspondence preferred in English. Slovenija Ceste, Splosno gradbeno podjetje, Ljubljana/Titova 38.

● Supply of one electronic computer with core memory 16, and outside memory with direct and sequential approach, and matching auxiliary equipment fit for solving, planning and management problems of a medium size metal-working factory.

Tender No. SL list #20, bid deadline Aug. 21. Correspondence preferred in English. Invest-Import, Export Import, Beograd/Terazije 5, II uvozni sektor.

● Supply of complete electronic computer, adjusted to solving predominantly problems in construction business and commercial work in the field; also assembly, including trial run and specialization of necessary number of operators.

Tender No. SL 1st #21, bid deadline Aug. 27. Correspondence preferred in English. Partizanski Put, Gradjevinsko preduzece, Beograd/Takovska 6.

358 Service industry machines

AFGHANISTAN—Various sizes of pressure cookers. Afghan International Trading Agency (importer, exporter, indent agent), P.O. Box 95, Kabul. WTD 5/68.

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365 Radio, television receiving sets

GERMANY—Musical instrument amplifiers, microphones. Direct purchase and agency. Barth Radio-Musikhaus (manufacturer, importer, exporter, wholesaler, retailer), 7 Stuttgart, Rotebuehlplatz. WTD 6/68.

366 Communications equipment

● **BURMA**—Supply of a power line carrier telephone system. Tender No. 48(T)/EL-ESB(E)/67-68, bid deadline July 29.

Specifications and tender forms may be obtained from the Office of the Controller of Stores, Electricity Supply Board, Rose Bank Rd./Ahlone, Rangoon, on payment of $10.50, Plus $8.40 to cover postage charges.

371 Motor vehicles, motor vehicle equipment

AFGHANISTAN—Automotive parts, accessories particularly piston rings, sealed beam headlights. Afghan International Trading Agency (importer, exporter, indent agent), P.O. Box 95, Kabul. WTD 5/68.

382 Instruments for measuring, controlling, indicating physical characteristics

● **BURMA**—Supply of a complete instrumentation, communication, and control system for a pulp and paper mill.

Tender No. 15(T)PF & CIB(67-68)/869, bid deadline Sept. 30. General Manager/Secretary, Paper Factory and Chemical Industries Board, Union of Burma Applied Research Institute Bldg., Kanbe, Rangoon.

File copy of tender documents available only for inspection in Scientific, Photographic and Business Equipment Division, Rm. 4118, BDSA, Department of Commerce, Washington, D.C. This copy cannot be sent out on loan.

383 Optical instruments & lenses

● **COLOMBIA**—Supply of 105 teaching microscopes, parts and accessories, for the Department of Biology and Science of the Univ. of Antioquia.

Tender No. L-4b-04-68, bid deadline July 8. Terms and specifications may be obtained from issuing authority against payment of 100 Pesos (approx. $6.30). Seccion de Compras, Universidad de Antioquia, Apartado aereo No. 1226, Medellin, Colombia.

384 Surgical, medical, dental instruments

AUSTRALIA—Safety equipment such as masks, protective clothing for particular application to mining operations, including self rescuers. Direct purchase and agency. Marine and Industrial Power Co. Pty. Ltd. (sales agent, importer), 149-155 Milton St., Ashfield, NSW 2131. WTD 4/68.

SOUTH AFRICA—Newly developed surgical, medical instruments, apparatus. Direct purchase and agency. Frederick C. Marcus & Co. (Pty.) Ltd. (importing distributor), P.O. Box 3039, Cape Town, Cape Province. WTD 4/68.

391 Jewelry, silverware, plated ware

AUSTRALIA—Stainless steel cutlery. Leaflets, prices requested. The Newman Co. of America Pty. Ltd. (retailer, sales agents, distributors, importers), 2B Grose St., Glebe, NSW 2037. WTD 4/68.

393 Musical instruments, parts

GERMANY—All types of electronic musical instruments except pianos (electronic organs, electronic guitars). Direct purchase and agency. Barth Radio-Musikhaus (manufacturer, importer, exporter, wholesaler, retailer), 7 Stuttgart, Rotebuehlplatz 23. WTD 6/68.

504 Groceries

VENEZUELA—Canned mushrooms; salmon fillets. Distribution for entire Venezuela. Albert Dubuc "Caena" (importer, distributor), Edificio Monte Ulia, Primera Avenida de Los Palos Grandes, Caracas. or: Apartado 12937, Caracas. WTD 4/68.

505 Farm products—raw materials

NETHERLANDS—Raw salted cattlehides, calf skins, raw salted wooled sheep, lamb skins. Especially interested in offers from suppliers in the Western part of the U.S. Direct purchase and agency. D.L. van der Horst (commission agent), 5 Duinweg, Huizen. WTD 6/67.

PORTUGAL—White and yellow corn, barley

for cattle rations. Estabelecimentos Isidoro M. de Oliveira, S.A.R.L. (importer, meat processor, packer), Rua Santa Barbara 46-3°, Lisbon 1. WTD in preparation.

593 Antique, second-hand stores

AFGHANISTAN—Used clothing. Afghan International Trading Agency (importer, exporter, indent agent), P.O. Box 95, Kabul. WTD 5/68.

Used clothing. Manak Chand Fakir Chand (importer, exporter, indent agent), P.O. Box No. 276, Kabul. WTD 5/68.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

287 Agricultural chemicals

PAKISTAN—Superphosphate, other phosphate fertilizer materials. Mohammad Masood Raza & Co. (importer, wholesaler, retailer, agent), 75 Motijheel Commercial Area, Dacca-2. WTD 5/68.

289 Chemical products

ITALY—Industrial adhesives. Del Bono Aerosol, Industria Chimica (manufacturer), Quartiere Rinascita, Zibido S. Giacomo, Milan. WTD 4/68.

301 Tires, tubes

AFGHANISTAN—All sizes of truck tires with tubes. Mandaher Transport and Trading Co. (importer, wholesaler, trucker), Serai Shuba, Bagh-e-Alimardan, Kabul. WTD 4/68.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

344 Fabricated structural metal products

HONDURAS—Aluminum window sash and frames; aluminum awnings, jalousies, sliding partitions. Honduras Supply, S. de R. L. (manufacturers' representative), Attn: Jose R. Paz, Calle La Fuente 809, Tegucigalpa, D. C. WTD 5/68.

351 Engines, turbines

TAIWAN—Gasoline engines, 2 hp. to 16 hp. Exclusive agency. Catalogues, price lists requested. Kwang Tai Trading Co., Ltd. (importer, agent), 121 Chang An West Road, Taipei. WTD 5/68.

353 Construction, mining, materials handling machinery, equipment

BRAZIL—Excavators, earth moving, road construction, mining machinery, equipment. Promac—Engenharia, Industria e Comercio Ltda. (distributor, retailer), Avenida Franklin Roosevelt 23, sala 1210, Rio de Janeiro, GB—ZC-39. WTD 5/68.

CHILE—Mining machinery, equipment. Empresa Constructora y Maestranza "GON-VARO Y Cia." (contractor), calle Granaderos 373, Casilla (P.O.B.) 94, Calama. WTD 5/68.

PAKISTAN—Earth moving machinery, equipment. Mohammad Masood Raza & Co. (importer, wholesaler, retailer, agent), 75 Motijheel Commercial Area, Dacca-2. WTD 5/68.

Power cranes suitable for use in ports. Mohammad Masood Raza & Co. (importer, wholesaler, retailer, agent), 75 Motijheel Commercial Area, Dacca-2. WTD 5/68.

364 Electric lighting, wiring equipment

HONDURAS—Electric ceiling fixtures for residences. Honduras Supply, S. de R. L. (manufacturers' representative), Attn: Jose R. Paz, Calle La Fuente 809, Tegucigalpa, D. C. WTD 5/68.

372 Aircraft, parts

GERMANY—Mechanical, electronic equipment for military, civilian aircraft. Requests price quotations c.i.f. European ports. Conti-Flug Gesellschaft fuer Luftfahrtbedarf GmbH. (manufacturers' agent), 13 Gereonstrasse, 5 Koeln a. Rh. WTD 5/68.

Leads for Importers

Commodities are offered direct unless specified

203 Canned and preserved food

YUGOSLAVIA—Tomato paste, in large or small cans, foil tubes for reprocessing, institutional use or retail sale. Requests replies in German. Pik Becej (agricultural food producing enterprise). Attn: Mr. Stjepan Uhlarek, Gen. Mgr., Poljoprivredno-industriski kombinat, Becej.

249 Wood products

AUSTRALIA—Trophy components, timberware. Aidan Industries Pty. Ltd. (manufacturer, retailer, distributor, exporter, importer), 125 Military Rd., Neutral Bay, NSW 2089. WTD 6/68.

307 Plastic products

MALAYSIA—Plastic bags, other related items made to order. Direct sale or through agency. Lam Seng Trading Co. (importer, exporter, wholesaler, manufacturer), 95 Pasar Rd., Pudu, Kuala Lumpur. WTD 5/68.

349 Miscellaneous fabricated metal products

AUSTRALIA—Trophies, metal. Aidan Industries Pty. Ltd. (manufacturer, retailer, distributor, exporter, importer), 125 Military Rd., Neutral Bay, NSW 2089. WTD 6/68.

391 Jewelry, silverware, plated ware

AUSTRALIA—Trophies. Aidan Industries Pty. Ltd. (manufacturer, retailer, distributor, exporter, importer), 125 Military Rd., Neutral Bay, NSW 2089. WTD 6/68.

Spain invites bidders to build zoological park

The Municipality of Madrid has issued a request for bids covering the construction, maintenance, and operation of a zoological park within Madrid's Casa de Campo Park.

Bids must be received by the Negociado de Contratacion Municipal, Excelentisimo Ayuntamiento de Madrid, Plaza de la Villa 5, Madrid 12, Spain by Aug. 17.

Copies of documents (in Spanish) covering terms and conditions of the bidding are available from the Building Materials and Construction Industries Division, BDSA-564, Rm. 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

Nicaragua to purchase bulk handling facilities

To accommodate its increasing traffic, the Port Authority of Nicaragua's largest port, Corinto, is accepting offers for the supply and installation of larger bulk handling facilities, primarily conveyor systems.

The Port Authority, an autonomous agency of the Nicaraguan Government, plans to purchase between $300,000 and $600,000 worth of ship loading and unloading equipment, to be adapted to existing installations. No construction is involved. The deadline is July 31.

For additional information write to Autoridad Portuaria de Corinto, c/o Mr. Charles H. Graham, Jr., Apartado Postal 1825, Managua.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Valentine I. Prince, Managing Director, Aiden Industries Pty. Ltd., 125 Military Road, Neutral Bay, N.S.W. 2089, **interested in discussing licensing arrangements for manufacturing figures and castings, agencies for woodworking machines and gold stamping and engraving machines, distributorship for marketing Australian timberwood trophies in U.S., and requesting technical information on centrifugal and gravity casting methods.** June 13 via Los Angeles for 2-3 weeks. c/o Bank of New South Wales, c/o Bank of America National Trust & Savings Association, 101 W. 7th St., Los Angeles, Calif. 90014. Itinerary: 6/23-29 Los Angeles. WTD 6/68.

CHILE—Gonzalo Valenzuela Rodriguez, Empresa Constructora y Maestranza Gon-Va-Ro y Cia. Ltda., Granaderos 3715, Calama, **interested in mining machinery and equipment.** June 15 via Miami for 60 days. c/o Chilean Consulate General, 61 Broadway, New York, N.Y. 10006. Itinerary: Miami, New York, Washington, San Francisco, Los Angeles, San Antonio. WTD 6/68.

INDIA—Abhik Kumar Ghosh, Managing Director, Metflow Corp. Pvt. Ltd., 158-A Picnic Garden Road, Calcutta 39, West Bengal, **interested in importing machinery for manufacture of agricultural and domestic pumps and exporting such pumps to U.S., and requesting technical information.** June 22 via Boston for one month. c/o Vernon Dallman Jr., 1459 Princeton Dr., San Jose, Calif. 95118. Itinerary: New York, Washington, San Francisco, Los Angeles. WTD 10/65 under revision.

SOUTH AFRICA—J. M. Bethune-Williams, Bumleys Printing Works (Pty) Ltd., Fraser St., P.O. Box 685, Port Elizabeth, **interested in printing, letter press, continuous stationery and in visiting printing firms catering to advertisers.** June 19 via Chicago for approx. two weeks. Itinerary: 6/19-27 Chicago c/o Conrad Hilton Hotel, 6/28-30 New York c/o Commodore Hotel. WTD in preparation.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists, copies of which may be ordered by firms domiciled in the United States, giving the titles listed below or in the case of the automated list for India by the five digit identification (ID) number from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230 or from Department of Commerce Field Offices. The price is $1 per list. All are dated May.

Business Firms—Barbados.
Business Firms—Kuwait.
Curios, Novelties and Handicrafts—Manufacturers and exporters—Austria.

India—an automated list

No.	*Title*	*Number of names in list*
00000	General trading firms	(8)
01000	Farm, forestry, and fishery products	(66)
10000	Mining companies and construction contractors	(92)
20000	Food and kindred products	(307)
21000	Tobacco and tobacco products	(33)
22000	Textile mill products; apparel and other finished products made from fabrics	(348)
24000	Lumber and wood products; furniture and fixtures	(48)
26000	Paper and allied products; published and printed materials	(206)
28000	Chemicals, industrial inorganic and organic	(417)
28200	Plastics materials and synthetic resins; other manmade fibers, except glass	(96)
28300	Drugs; soap, detergents, and cleaning preparations; perfumes, cosmetics and other toilet preparations	(294)
28500	Paints, varnishes, lacquers, enamels, and allied products; gum and wood chemicals; agricultural chemicals; miscellaneous chemical products	(156)
29000	Petroleum and petroleum products; rubber and miscellaneous plastic products	(135)
31000	Leather and leather products	(41)
32000	Stone, clay, glass, and concrete products	(190)
33000	Primary metals and metal products	(420)
34000	Fabricated metal products, except ordnance machinery, and transportation equipment	(313)
35000	Machinery, non-electrical; engines and turbines; farm machinery and equipment; construction, mining and materials handling machinery and equipment	(384)
35400	Machinery, non-electrical: metalworking machinery and equipment	(305)
35500	Machinery, non-electrical: special and general industrial machinery and equipment	(467)
35700	Office machines; service industry machines; miscellaneous machinery, except electrical	(159)
36000	Electrical transmission and distribution equipment; electrical industrial apparatus	(292)
36300	Household appliances; electric lighting and wiring equipment; radio and television receiving sets; communication equipment	(220)
36700	Electronic components and accessories; miscellaneous electrical machinery, equipment, and supplies	(166)
37000	Transportation equipment	(173)
38000	Professional, scientific, and controlling instruments; photographic and optical goods	(275)
38700	Watches and clocks; jewelry, silverware, and plated ware; musical instruments, toys amusements, sporting goods; office materials; miscellaneous manufactured products	(149)
67110	Holding companies	(11)
89110	Engineering and architectural services	(17)

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

COLOMBIA—An inter-oceanic canal in Colombia would be formed by constructing dams and lakes on the Atrato and San Juan rivers according to an announcement by President Lleras.

The Choco Development Corporation, established by a Governmental decree, will direct development of the northwestern section of Colombia (including the canal which would serve, in addition to inter-oceanic shipping, as a link in the Pan-American highway). In this connection, The U.S. Agency for International Development is financing a feasibility study of the San Juan hydroelectric project and the United Nations has considered a request to finance a natural resources survey of the Choco Valley.

President Lleras also indicated construction of new docks at Buenaventura, a new sewerage system at Tumaco and improvement of rail and highway service.

DENMARK—According to a spokesman for the Ministry of Public Works, Denmark's geographic location calls for a **new airport to be built on a scale equal to the six or eight most important airports in Europe.**

A final decision on construction should be reached by October 1. Even though details are not available, the Ministry wishes to hear from American construction firms.

Interested firms should write: Departmentschef Palle Christensen, Ministeriet for offentlige Arbejder, Slotsholmsgade 10, Copenhagen K., Denmark.

NETHERLANDS ANTILLES—One-hundred-and-sixteen rooms are to be added to the International Hotel on the Caribbean island of Curacao. Bid deadline for the project, estimated to cost about $3,208,555, will probably be during the first week of July but the exact date is not yet known.

For further information interested U.S. firms should write directly to Mr. Ivan Moreno, President of the Hotel Maatschappij "El Curacao N.V.", Schottegatweg Oost-Caracasbaaiweg, Curacao, Netherlands Antilles.

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Calendar *for international traders*

BUFFALO—July 2-3—Businessmen's Consultation, **Hilding A. Peterson, Commercial Officer, Rotterdam/to Toronto.** Sponsor: Commerce Field Office.

CHARLESTON, W. Va.—July 24—Documentation & Procedure Requirements for Exports, Federal Bldg., 10 a.m. Sponsors: Commerce Field Office, REEC, Chamber of Commerce, Small Business Admin.

CHICAGO—July 9—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—July 24—In-Office Meeting. Sponsor: Commerce Field Office.

DETROIT—July 9—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

DETROIT—July 23—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

GARDEN CITY, N.Y.—July 2—World Trade Club of Long Island Roundtable Conference, Garden City Hotel, 9:30 a.m. Luncheon speaker: **Roy Gootenberg, Director of Trade Missions, Bureau of Int'l Commerce, Dept. of Commerce.**

HIGHLAND PARK, Ill.—July 7-12—Institute on the Supranational Corporation & Western European Labor, Hotel Moraine. Sponsor: Loyola U. of Chicago Schools of Law and Business Administration.

HONOLULU—July 17—Businessmen's Consultation, **James Savery, Economic & Commercial Officer, to Hong Kong.** Sponsor: Commerce Field Office.

LOS ANGELES—July 11—Businessmen's Consultation, **James Savery, Economic & Commercial Officer, to Hong Kong.** Sponsor: Commerce Field Office.

NEW YORK—July 29-30—Businessmen's Consultation, **Jerome R. LaVallee, Commercial Attache, Brussels.** Sponsor: Commerce Field Office.

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PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

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RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524 5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

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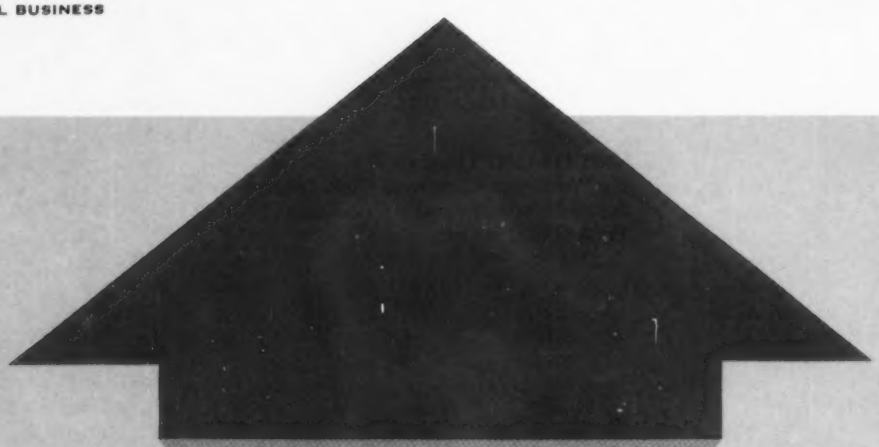

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